

# **San Diego Gas and Electric Company**

## **2010-2012 ENERGY EFFICIENCY PORTFOLIO**

### **Program Performance Metrics Report Type 2a for Program Year 2012 Type 2b for Program Cycle 2010-2012**



# Statewide Integrated Demand-Side Management Program 2010-2012 Program Performance Metric Report

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## Statewide Integrated Demand-Side Management Program 2010-2012 Program Performance Metric Report

SDG&E submits the attached 2012 Program Program Metrics Report for SDG&E's 2010-2012 Energy Efficiency Portfolio Statewide Programs and Subprograms, pursuant to Commission Decision 09-09-047 and Resolution E-4385. Resolution E-4385 approved Program Performance Metrics (PPMs) and requires annual reporting of metric type 2a for certain Statewide Programs and Subprograms, and end of cycle reporting of metric type 2b. Additional details for SDG&E's metric performance are provided in separate metric table attachments, as referenced below and as indicated in SDG&E's 2012 Program Performance Metrics Report.

Decision 09-09-047 also required IOUs to submit a narrative report to supplement the Program Performance Metrics Report. SDG&E's narratives are submitted below, for program year 2012 progress for annual metrics (type 2a) and cumulative progress for program years 2010-2012 for program cycle metrics (type 2b).

### **COMMERCIAL –**

The Statewide Commercial Energy Efficiency Program offers strategic energy planning support; technical support, such as facility audits, and calculation and design assistance; and financial support through rebates and incentives aimed at providing integrated energy management solutions: energy efficiency, demand response, and distributed generation, including renewables. Targeted segments include distribution warehouses, office buildings, hotels, motels, restaurants, schools, universities, colleges, hospitals, high tech facilities, bio tech facilities, retail facilities, entertainment centers, and smaller customers that have similar buying characteristics.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-1	3105; 3106; 3107; 3108	Number and percent (relative to all eligible customers) of commercial, industrial and agricultural customers participating in sub-programs (NRA, Deemed, Calculated, and CEI) by NAICS code, by size (+/- 200 kW per yr or +/- 50K therms per yr), and by hard to reach (HTR). <sup>1</sup> <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a

### **Progress towards meeting program metric goals**

Of the total 142,289 eligible commercial customers, 6,129 participated in EE programs. Of the 6129, 877 were hard to reach. The eligible hard to reach customers in the commercial sector amount to 21,566.

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<sup>1</sup> "HTR" is as defined in the EE Policy Manual.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

The downturn in the national economy impacted many sectors of the economy including energy efficiency related projects. Businesses focused on withstanding the economic downturn instead of on new efforts.

**1.1 COMMERCIAL – Continuous Energy Improvement –**

The Commercial Continuous Energy Improvement (CEI) Program is a non-resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-2	3108	Number and percent of commercial, industrial, and agricultural CEI participants that meet short-term (2010-2012) milestones as identified by their long term energy plans.  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a
CIA-3	3108	Lessons learned, best practices, and plan to ramp up the CEI program are developed. (Y/N)	2b
CIA-4	3108	Number and percent of commercial, industrial and agricultural customers that created an energy plan via CEI will be tracked by program.  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a

**Progress towards meeting program metric goals**

The metric results reported for the CEI program are cumulative (2010-2012).

CIA-2: The Commercial Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification. The program was officially launched in January 2011, of the three commercial customers that enrolled in CEI one customer dropped out of the program early and the two remaining commercial customers met their short term milestones until they exited the program prior to completing a full cycle.

CIA-3: Best practices and lessons learned have been collected. Unable to ramp up the CEI program due to the reduction in available funds. CEI is an expensive program and not cost-effective. With

the overall EE budget cuts it was decided that we simply are not getting enough return on investment from CEI to justify ramping up of the program.

CIA-4: The Commercial Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification. The program was officially launched in January 2011, of the three commercial customers that enrolled in CEI one customer dropped out of the program early and the two remaining commercial customers, though meeting their short term milestones, did not create an Energy Plan via CEI and exited the program prior to completing a full cycle.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

No impacts

***1.2 COMMERCIAL – Non-Residential Audits***

The Commercial Non-Residential Audits Program offers

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
CIA-5	3102	Number and percent of commercial, industrial, and agricultural customers receiving non-residential audits by NAICS and SIC code.	2b
CIA-6	3102	For commercial, industrial, and agricultural customers who received audits, the number and percent of adopted audit-recommended technologies, processes and practices, (Report disaggregated data by type of audit - Basic, Integrated, and Retro-commissioning audit).** <sup>(1)</sup>  **Data sources for reporting will come from (a) program tracking databases and (b) process evaluation to refine estimates.	2b

**Progress towards meeting program metric goals**

CIA-5: The adoption of the ASHRAE Level II format will be heavily advertised and should draw attraction to the program. The format and its deliverables provides detailed insight as to how facilities are using energy and where their money is going on operational end uses. The reports also give a detailed engineering and economic analysis as to how to become more energy efficient or energy independent which are ultimately linked to our core incentive programs.

CIA-6: Extensive internal tracking is currently being upgraded to facilitate the estimated volume of audits as well as track each individual energy efficiency measure all the way through project implementation. Auditors who are performing these audits will be provided the opportunity to earn an incentive for providing documented influence to actual project implmenation.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

No Impacts.

**1.3 COMMERCIAL – Deemed –**

The Commercial Deemed Incentives Program offers rebates to customers in an easy to use mechanism to offset the cost of off-the-shelf energy saving equipment.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-7	SDG&E 3106	Number and percent of new, improved, or ETP measures installed in the commercial, industrial and agricultural programs.  <u>Note:</u> <ul style="list-style-type: none"><li>• Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)</li><li>• “ETP measure” defined as ET measures first introduced into the EE portfolio since January 1, 2006</li></ul>	2a
COMM-1	SDG&E 3106	Number and percent of participating commercial customers receiving the “Integrated Bonus.”**  ** “Integration Bonus” is an incentive mechanism to promote greater integration of DSM resources, available to customers who (a) sign up or are already signed up for a DSM program, and (b) purchase, install, and/or are eligible to receive a rebate for an energy saving device.	2b

*Note: Measures considered “new and improved” are measures installed and paid in 2011 that did not have any installation paid in 2006-2009. In addition, filtering was applied to eliminate measures that had not substantially changed. Changes not considered as substantial included changes in rebates and eligibility.*

**Progress towards meeting program metric goals**

CIA-7:

The Deemed Rebate Program introduced 2 new measures in 2012. This brings the number of new measures to 15 for the program cycle. These new measures represent 16.5% of the programs measure offerings. There were 4,138 “clusters” (similar measures) installed of which 1,429 were from the new or ETP “clusters” for Commercial Deemed sector.

COMM-1:

Several approaches were looked at but they were determined not to be feasible for reasons such as budget and free ridership implications. The 2013-14 program cycle will have an Comprehensive Bonus which will incorporate the Integrated Bonus idea.

**Description of changes in metrics used and reasons for the change**  
N/A

**Program related or economic changes that impact metric results**  
N/A

#### ***1.4 COMMERCIAL – Calculated Incentives –***

The Calculated Incentives subprogram offers incentives for customized new construction, retrofit, and retro-commissioning energy efficiency projects. Also provides comprehensive technical and design assistance.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
CIA-8	3105	Number and percent of new, improved, or ETP measures installed in completed calculated projects.  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a
CIA-9	3105	*Number, percent, and ex-ante savings from commercial, industrial and agricultural sector of projects with ETP measures** included. (Report disaggregated savings by measure and number of installations by measure.)  ** “ETP measure” defined as ET measures first introduced into the EE portfolio since January 1, 2006	2b

#### **Progress towards meeting program metric goals**

CIA-8: The commercial sector had 15 occurrences of new, improved ETP measures. The number of ETP measures is anticipated to increase in 2013-14 due to strengthened collaboration between the Emerging Technologies group and the programs group at SDG&E.

CIA-9: The commercial sector had 22 project occurrences with new, improved ETP measures. The number of ETP projects is anticipated to increase in 2013-14 due to strengthened collaboration between the Emerging Technologies group and the programs group at SDG&E.

**Description of changes in metrics used and reasons for the change**  
N/A

**Program related or economic changes that impact metric results**  
Refer to CIA-1 Commercial.

#### ***1.5 COMMERCIAL – Direct Install –***

The Commercial Direct Install Program is designed to deliver free and/or lowest cost energy efficiency hardware retrofits, through installation contractors, to reduce peak demand and energy savings for commercial customers with monthly demand of typically less than 200 kW.



PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
COMM-2.1	3174	Number of Direct Install participants that participate in other resource programs or OBF.	2a
COMM-2.2	3174	Percent of Direct Install participants that participate in other resource programs or OBF.	2a
COMM-3.1	3174	Number of participants that are hard to reach (HTR).	2a
COMM-3.2	3174	Percent of participants that are hard to reach (HTR).	2a

#### **Progress towards meeting program metric goals**

COMM-2.1 and COMM-2.2: Direct Install was introduced in the 2010-12 cycle to small business participants with 100 kW or less. In it's inaugural cycle the program had over 5,000 participants, of which 2.7% participated in OBF or other EE programs.

COMM-3.1 and COMM-3.2: Hard to reach customers are targeted by the Direc Install program with a one-stop shop solution. In 2010-12 there were a total of 950 HTR participants in Direct Install which represented 16.6%.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

Refer to CIA-1 Commercial

### **INDUSTRIAL –**

The Statewide Industrial Energy Efficiency Program partners with industry stakeholders to promote integrated energy management solutions to end use customers. The program offerings together are designed to not only overcome the traditional market barriers to energy efficiency, but also use efficiency to advance distributed generation (DG) and demand reduction (DR) opportunities. Customers from the industrial sector include printing plants, plastic injection molding facilities, component fabrication, lumber and paper mills, cement and quarries, metals processing, petroleum refineries, chemical industries, assembly plants, and water and wastewater treatment plants.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-1	3109; 3110; 3111; 3112	Number and percent (relative to all eligible customers) of commercial, industrial and agricultural customers participating in sub-programs (NRA, Deemed, Calculated, and CEI) by NAICS code, by size (+/- 200 kW per yr or +/- 50K therms per yr), and by hard to reach (HTR).  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a
IND-1.1	3109; 3110; 3111; 3112	Number of first-time** participants in energy efficiency programs. (Report disaggregate data by sub-program)  <u>Note:</u> "First time" means customer has not participated in energy efficiency programs since December 31, 2005.	2a
IND-1.2	3109; 3110; 3111; 3112	Percent of first-time** participants in energy efficiency programs. (Report disaggregate data by sub-program)  <u>Note:</u> "First time" means customer has not participated in energy efficiency programs since December 31, 2005.	2a

#### **Progress towards meeting program metric goals**

Of the total 17,516 eligible industrial customers, 129 participated in EE programs. Of the 129, 12 were hard to reach. The eligible hard to reach customers for industrial amounts to 2,921.

IND-1.1, 1.2: Percent of first time participants in energy efficiency programs exceeded 50% in the 2010-2012. At its peak in 2010 76% were first time participants. The highest number of first time participants were recorded in 2011 eventhough the highest percentage recorded was 2010.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

Refer to CIA-1 Commercial

### ***1.6 INDUSTRIAL – Continuous Energy Improvement –***

The Continuous Energy Improvement (CEI) subprogram is a non-resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-2	3112	Number and percent of commercial, industrial, and agricultural CEI participants that meet short-term (2010-2012) milestones as identified by their long term energy plans. <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a
CIA-4	3112	Number and percent of commercial, industrial and agricultural customers that created an energy plan via CEI will be tracked by program. <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a

#### **Progress towards meeting program metric goals**

The CEI program has been deployed in 2011 in order to provide optimal service and to easily adjust the offering following first customers' feedback. The metric results reported for the CEI program are cumulative (2010 to 2012).

CIA-2: The Industrial Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification. The program was officially launched in January, 2011, and had two Industrial customers committed to the Program. Both of the industrial customers met their short term milestones as identified by their long term energy plans.

CIA-4: The Industrial Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification. The program was officially launched in January, 2011, and had two Industrial customers committed to the Program. Both of the industrial customers created an energy plan via CEI.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

No impacts

#### ***1.7 INDUSTRIAL – Deemed Incentives –***

The Industrial Deemed Incentives Program offers rebates to customers in an easy to use mechanism to offset the cost of off-the-shelf energy saving equipment.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-7	SDG&E 3110	<p>Number and percent of new, improved, or ETP measures** installed in the commercial, industrial and agricultural programs.</p> <p><u>Note:</u></p> <ul style="list-style-type: none"> <li>• Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)</li> <li>• “ETP measure” defined as ET measures first introduced into the EE portfolio since January 1, 2006</li> </ul>	2a

*Note: Measures considered “new and improved” are measures installed and paid in 2011 that did not have any installation paid in 2006-2009. In addition, filtering was applied to eliminate measures that had not substantially changed. Changes not considered as substantial included changes in rebates and eligibility.*

#### **Progress towards meeting program metric goals**

The Deemed Rebate Program introduced 2 new measures in 2012. This brings the number of new measures to 15 for the program cycle. These new measures represent 16.5% of the programs measure offerings. There were 312 “clusters” (similar measures) installed of which 91 were from the new or ETP “clusters” for the Industrial Deemed sector.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

Refer to CIA-1 Commercial

### **1.8 INDUSTRIAL – Calculated Incentives –**

The Industrial Calculated Incentives Program offers incentives for customized retrofit and retro-commissioning energy efficiency projects. The program also provides comprehensive technical and design assistance.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-8	3109	<p>Number and percent of new, improved, or ETP measures installed in completed calculated projects.</p> <p><u>Note:</u></p> <p>Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)</p>	2a

#### **Progress towards meeting program metric goals**

There were no ETP measures in the Industrial sector. The number of ETP measures is anticipated to increase in 2013-14 due to strengthened collaboration between the Emerging Technologies group and the programs group at SDG&E.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

Refer to CIA-1 Commercial

**AGRICULTURAL –**

The Statewide Agricultural Energy Efficiency Program offers strategic energy planning support; technical support, such as facility audits and calculation and design assistance; and financial support through rebates and incentives aimed at providing integrated energy management solutions for energy efficiency, demand response, and distributed generation, including renewables. Targeted segments from the agricultural sector may include agricultural growers (crops, fruits, vegetable and nuts), greenhouses, post-harvest processors (ginners, nut hullers and associated refrigerated warehouses), dairies and water and irrigation districts/agencies. Targeted segments from the food processing sector include fruit and vegetable processors (canners, dryers and freezers), prepared food manufacturers, wineries and other beverage manufacturers.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-1	3100	Number and percent of agricultural customers participating in sub-programs (NRA, Deemed, Calculated, and CEI) by NAICS code, by size (+/- 200 kW per yr or +/- 50K therms per yr), and by hard to reach (HTR).  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a
AG-1.1	3100; 3101; 3102; 3104	Number percent of first-time** participants in energy efficiency programs. (Report disaggregate data by sub-program)  **"First time" means customer has not participated in energy efficiency programs since December 31, 2005.	2b
AG-1.2	3100; 3101; 3102; 3104	Percent of first-time** participants in energy efficiency programs. (Report disaggregate data by sub-program)	2b

**Progress towards meeting program metric goals**

Of the total 2,359 eligible industrial customers, 24 participated in EE programs. Of the 24, 7 were hard to reach. The eligible hard to reach customers for agricultural amounts to 966.

AG 1.1-1.2 There were a total of 38 first time participants in the agricultural EE programs, representing 53% of participants. It is anticipated these numbers will increase in 2013-14 due to collaboration efforts by the investor owned utilities with the California Farm Bureau.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

The agricultural sector was adversely impacted by multiple factors not limited to: drought, downturn in the economy and imports. Although the economy is recovering the agricultural sector in San Diego may be forever changed due to drought and year-round competition from imports.

**1.9 AGRICULTURAL – Continuous Energy Improvement –**

The Agricultural Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
CIA-2	3104	Number and percent of commercial, industrial, and agricultural CEI participants that meet short-term (2010-2012) milestones as identified by their long term energy plans.  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a
CIA-4	3104	Number and percent of commercial, industrial and agricultural customers that created an energy plan via CEI will be tracked by program.  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a

The CEI program was deployed in 2011 in order to provide optimal service and to easily adjust the offering following first customers' feedback. The metric results reported for the CEI program are cumulative (2010 to 2012).

CIA-2: The Agricultural Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification. The program was officially launched in January, 2011 There were no Agricultural customers in the program. SDG&E's customer base did not have any qualified Agricultural customers that expressed interest in the program within the recruitment period.

CIA-4: The Agricultural Continuous Energy Improvement (CEI) Program is a non resource program which provides a toolkit of planning and other resources, including analysis, benchmarking, goal setting, project implementation support, performance monitoring, and energy management certification. The program was officially launched in January, 2011 There were no Agricultural customers in the program. SDG&E's customer base did not have any qualified Agricultural customers that expressed interest in the program within the recruitment period.

**Description of changes in metrics used and reasons for the change**  
N/A

**Program related or economic changes that impact metric results**  
No impacts

***1.10 AGRICULTURAL – Deemed Incentives –***

The Agricultural Deemed Incentive Program offers rebates to customers in an easy to use mechanism to offset the cost of off-the-shelf energy saving equipment.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
CIA-7	3101	Number and percent of new, improved, or ETP measures** installed in the commercial, industrial and agricultural programs.  <u>Note:</u> <ul style="list-style-type: none"><li>• Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)</li><li>• “ETP measure” defined as ET measures first introduced into the EE portfolio since January 1, 2006</li></ul>	2a

*Note: Measures considered “new and improved” are measures installed and paid in 2011 that did not have any installation paid in 2006-2009. In addition, filtering was applied to eliminate measures that had not substantially changed. Changes not considered as substantial included changes in rebates and eligibility.*

**Progress towards meeting program metric goals**  
CIA-7:

The Deemed Rebate Program introduced 2 new measures in 2012. This brings the number of new measures to 15 for the program cycle. These new measures represent 16.5% of the programs measure offerings. There were 27 “clusters” (similar measures) installed of which 5 were from the new or ETP “clusters” for the Agricultural Deemed sector.

**Description of changes in metrics used and reasons for the change**  
N/A

**Program related or economic changes that impact metric results**  
Refer to Ag 1.1 -1.2.

***1.11 AGRICULTURAL – Calculated Incentives –***

The Agricultural Calculated Incentive Program offers incentives for customized retrofit and retro-commissioning energy efficiency projects. The program also provides comprehensive technical and design assistance.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CIA-8	3100	Number and percent of new, improved, or ETP measures installed in completed calculated projects.  <u>Note:</u> Data to be reported in disaggregate form by SW program (commercial, industrial, and agricultural)	2a

**Progress towards meeting program metric goals**

CIA-8: There were no ETP projects in the Agricultural sector. The number of ETP measures is anticipated to increase in 2013-14 due to strengthened collaboration between the Emerging Technologies group and the programs group at SDG&E.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

Refer to Ag 1.1 -1.2.

***1.12 AGRICULTURAL –Pump Efficiency Services–***

The Agricultural Pump Efficiency Services subprogram offers

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
AG-2	3164	Percent of agricultural pump tests that lead to a repair or replacement.	2b

**Progress towards meeting program metric goals**

AG-2:

Zero pump tests, through our Energy Efficient Water Pump program, lead to a repair or replacement.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

**RESIDENTIAL –**

California has set an ambitious market goal of reaching all 13 million existing homes with comprehensive energy efficiency improvements by 2020. To achieve significant progress toward this goal, programmatic efforts must be more integrated, and coordinated and scaled significantly over the next eight years. To work towards this goal California's investor owned utilities (IOUs)



have been and will continue to work more closely with the publicly owned utilities (POUs), water agencies, and other organizations in the state. In the 2010-2012 program cycle, the IOUs continue to offer comprehensive activities to reach California’s diverse population, climate zones, and socio-economic classes to tap the economic potential available while advancing the initiatives of California Energy Efficiency Strategic Plan (Strategic Plan).

The 2010-2012 California Statewide Program for Residential Energy Efficiency (SPREE) is designed to offer and promote specific and comprehensive energy solutions within the residential market sector. The Residential portfolio employs various strategies and tactics to overcome market barriers and to deliver programs and services aligned to support the Strategic Plan by encouraging adoption of economically viable energy efficiency technologies, practices, and services.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
RES-1	N/A	By targeted populations (homeowners, renters, property owners/managers), percent increase in the level of: (a) EE <u>a</u> wareness (b) EE <u>k</u> nowledge (c) EE <u>a</u> ttitude...(“AKA”)	2b

#### Progress towards meeting program metric goals

Res-1:

SDG&E has conducted surveys and a Customer Insight Panel in 2012 that asked residential customers about thier attitudes regarding energy usage, use of online tools and EE actions.

- a) EE awareness – Of the 1,034 residential panel members 304(29%) were registered behind MyAccount. 140(14%) of the residential panel members signed up for MyAccount based on receiving an invite to complete the on-line survey. 80% of them found the My Energy Tool (MET) “somewhat” or “very useful” and 90% of the panel found information that they were interested in. 81% of survey participants pay close attention to their energy bills and costs as well as look for ways to control energy costs at home.
- b) EE knowledge – Panelist reviewed **My Energy Overview** and **My Bill Details** the most within the tool. 90% found this information “somewhat” or “very useful.” 81% of residential users identified ways to save that were “very” and “somewhat useful”.
- c) (c) EE attitude...(“AKA”) – After residential panelist used with the MET about 50% state that they plan to take action on suggestions. And 80% stated that they will continue to view information within the MET once a month or every couple on months. The segments that stated that they will increasingly use the MET were Energy Indifferent Independents and Budget Constrained Greens. These segments primarily believe that conserving energy helps to protect the environment and they will use tools to increase their knowledge of thier homes current costs.

#### Description of changes in metrics used and reasons for the change

In 2010, SDG&E conducted a Residential Customer Insight Panel to learn how many customers share a particular opinion or characteristic; measure attitudes and behavior; describe characteristics of relevant groups of people; and identify and size market segments.

The residential panel was made up of approximately 1,000 residential customers that represent the SDG&E service territory. In the 2011 panel recruitment, SDG&E reached out to its customers through email. Before confirming as a panelist, a series of questions were asked to understand demographics and behaviors. These questions were used to form comparison groups for analysis purposes. SDG&E looks at the results of each survey and determines if there are any statistically significant differences ( $p < .05$ ) among any of the comparison groups, including the technology segments. The results of the survey are presented in “RES-1\_PPM.” Panelists agree to participate in approximately 1 survey per month for a period of 1 year.

Please see attachment Res-1\_SDGE.

## **Program related or economic changes that impact metric results**

### ***1.13 RESIDENTIAL – Home Energy Efficiency Survey***

The statewide HEES subprogram offered

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
RES-2.1	SDGE 3122	Percentage of HEES participants that enroll in whole house resource programs	2b
RES-2.2	SDGE 3122	Percentage of HEES participants that enroll in other resource programs	2b

#### **Progress towards meeting program metric goals**

Res-2.1: SDG&E made steady progress from 2010 to 2012 in increasing the percentage of HEES participants that enrolled in whole house programs. This aligns with the ramp up of the whole house programs during this same period. SDG&E’s metric progressed from 6 participant in 2010 to 108 participants in 2011.

Conversion from HEES to a resource program takes time. As a result, many of the 2012 HEES surveys, and even some of the 2011 surveys, have not yet converted. Therefore, the participants for 2012 will appear lower than 2011 in the data set, when in reality many of the customers who participated in HEES in 2012 have not yet completed the Whole House process.

Res-2.2: In addition to whole house programs, SDG&E achieved conversion percentages for other resource programs of 30.2% in 2010, 44.2% in 2011, and 21.2% in 2012. As with Whole House, conversion from HEES to other resource programs takes time. As a result, many of the 2012 HEES surveys, and even some of the 2011 surveys, have not yet converted. Therefore, the participants for 2012 will appear lower than 2011 in the data set, when in reality many of the customers who participated in HEES in 2012 have not yet completed the enrollment process.

#### **Description of changes in metrics used and reasons for the change**

N/A

## Program related or economic changes that impact metric results

- 1) On May 20, 2012 the existing on-line survey tool was replaced by the Home Energy Advisor on-line survey tool. The HEA on-line tool provides similar-home/neighborhood energy comparisons, customized integrated energy saving tips and comprehensive home energy use reports.
- 2) Effective 11/01/2012, the on-line survey was enhanced to include hyper-links to internal programs and services (e.g. ESAP) and external sites including solar, and water conservation. The hyper-links direct customers to EE, DR, DG, and behavior change opportunities.
- 3) During Q4 2011, Energy Upgrade California (EUC Basic Path and EUC Prescriptive) was launched requiring participants to complete a HEES survey.
- 4) The CSI program requires program participants to complete an IOU or comparable survey.
- 5) In Q1 2012, in partnership with the County of San Diego Department of Land Use, proactively mailed approximately 100,000 surveys to customers in hard-to-reach and urban communities, yielding 6,800 responses.
- 6) Some EE measures and appliances were discontinued or no longer offered (e.g. Energy and Water Savings Kit).

### *1.14 RESIDENTIAL – Home Energy Efficiency Rebate –*

The statewide HEER Program offered rebates to residential end-use customers to cover some of the incremental costs of purchasing energy-efficient products. Some products were rebated through on-line or mail-in application processes while others provided point-of-sale (POS) rebates. Rebates were offered for a specific list of energy-efficient products; this list of rebated measures varies slightly by utility. The measure list included, but was not limited to, items that could be delivered and installed either by the customer or a contractor, such as Energy Star Qualified<sup>®</sup> Room Air Conditioners, Water Heaters, Clothes Washers, Insulation, Whole House Fans and Variable Speed Pool Pumps. Finally, the statewide HEER program was supported by various marketing initiatives funded by the program, including salesperson training and in-field support by the field services team.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
RES-3	3121	Percent of program rebates made through the point of sale (POS) mode relative to all rebates	2a
RES-4	3121	Percent of participating stores located in hard to reach (HTR) zip-codes relative to all program participating stores.  <u>Note:</u> Data applies to rebates made through the point of sale (POS) mode	2a

**Progress towards meeting program metric goals**

RES-3: The percentage of Home Energy Efficient Rebate made through point-of-sales was decreased in 2012 due smaller incentive budget in 2012, which led to earlier wind-down of the rebate program at retail stores.

RES-4: Program put great focus on HTR stores in 2012. The resulted 1.5% increase of 2012 RES-4 as compare to 2011's did not fully represented the increased HTR focus due to smaller rebate program across participated retail stores in 2012 as explained above.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

Smaller incentive budget for 2012 resulted in reduced POS participation rate this year. However, the program had successfully met and exceed the saving goals for 2010-12 cycle.

***1.15 RESIDENTIAL - Multifamily Energy Efficiency Rebate –***

The Multifamily Energy Efficiency Rebate (MFEER) Program offers prescribed rebates for energy efficient products to motivate the multifamily property owners and managers to install energy efficient products in both common and dwelling areas of multifamily complexes and common areas of mobile home parks and condominiums. An additional objective is to heighten the energy efficiency awareness of property owners/managers and tenants.

The MFEER works to address the ongoing concern with “split incentives,” where the residents are not the owners of the property, so they lack incentive to improve their energy usage. Similarly, the property owners typically do not live on-site and typically do not pay higher utility expenses associated with inefficient appliances, and thus lack any incentive to upgrade. MFEER was designed to drive this customer segment toward participation by offering property owners a variety of energy efficiency measures and services.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
RES-5	3207	Percent of non-lighting measure savings as compared to the total EE measures adopted in the MFEER program. (KWh for single-commodity IOU and BTU for mixed-commodity IOU.)	2a

**Progress towards meeting program metric goals**

SDG&E continues to encourage contractors to perform in a comprehensive manner. A lighting installation must be accompanied by a gas measure, where applicable.( i.e. include a gas measure such as a shower head in each tenant dwelling). Adoption of this comprehensive approach was added into the program in 2010 and has implemented going forward. RES-5:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

The contractor or property owner is often unable to invest in non-lighting measures that are more costly to them such as systems (boilers, hot water heaters, general improvements, etc.). What we continue to experience is most property owners will only consider energy efficient upgrades upon burnout. This barrier continues to impact our ability to aggressively diversify our measure mix. Lighting efficiency is unchanged as the significant energy savings opportunity within this segment.

***1.16 RESIDENTIAL – Business Consumer Electronics –***

The BCE program provided midstream incentives to retailers to encourage increased stocking, promotion, and sales of the highest-efficiency electronic products including computers, computer monitors, and televisions. The program provided incentives to the market actor best positioned to

influence purchasing, stocking, and specification decisions. The program provided field training support services to update marketing materials in retail stores and educate the retail sales force on energy efficiency of the qualified products.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
RES-6	SDGE 3115	Number of participating retailers and number of retail store locations by retailer, and other resellers receiving training.	2a
RES-7	SDGE 3115	Number of participating retailers receiving detailing.	2a
RES-8	SDGE 3115	The numbers and names of specific types of market actors (retailers, buying groups, manufacturers, and distributors) participating in the program and the approximate percent of all potential market actors that this represents (Reported as specified in reporting template include at the end of this Appendix.)	2b

### **Progress towards meeting program metric goals**

RES-6 and 7: The Business and Consumer Electronics (BCE) Program is a new addition to the 2010-2012 energy efficiency portfolio. In the beginning of 2010 the BCE Program had one participating retailer, and by the end of 2012 an additional 3 retailers joined the program. Increasing retailer participation in the program will have an even greater influence in reaching the manufacturers to increase the need for higher efficient electronics in the market place today.

SDG&E contracted with a field support service agency in 2010-2012 to provide field support services to update the marketing materials in the retail stores and also support education to the retail store sales force. This ensured that Point-of-Purchase (POP) material was being placed on qualifying products and would signal to associates which models are the most energy efficient and would qualify for the program.

In 2012, the statewide Business and Consumer Electronics program (BCE) succeeded in driving reductions in residential and business plug load energy use by continuing to offer incentives for the most efficient ENERGY STAR® qualified televisions. In an effort to increase the availability of more efficient televisions, the BCE program team, once again, increased specifications for televisions from their original 2011 specification. This ensured the programs continual push for advancement in the stocking, availability and promotion of the most energy efficient televisions in the market. In 2012, the combined partnership between the California IOUs and other utilities known as the BCE Partners (consisting of SCE, PG&E, SDG&E, SMUD and other utilities) also explored new products, technologies and channel partners to include in the BCE program for future program years. The BCE program also worked with ENERGY STAR® to help in the development of more advanced ENERGY STAR® specifications and provided input on EPA's Vision and Guiding Principles document for electronics.

SDG&E engaged with a few of the major electronics retailers in our service territory. There were 4 participating retailers (Best Buy, Costco, Kmart, Sears) enrolled in the program in 2012,

representing 44 retail store locations. All retailers participating in the program received sales associate training in various formats throughout 2012, including online training and one-on-one education provided by the detailers. POS signage was placed on qualifying products to assist with consumer education around the benefits of purchasing energy-efficient electronics.

RES-8: SDG&E continues to maintain strong retail partnerships and are engaged with 100% of the major electronics retailers in our service territory covering 4 retailers and 44 store locations. Due to limited funding SDG&E focused resources in the retail channel to further develop and support strategic relationships with our retail partners and minimize our focus with manufacturers and distributors. Due to funding availability the overall decrease of desktop computer sales and their corresponding potential savings, it was decided to discontinue incenting desktop computer products and monitors. The electronics industry continues to face a challenging economic environment, especially with big box stores facing competitive pressure from e-commerce. There have been some store closures because of these economic challenges, but overall, the number of stores in our program has remained relatively stable. Going forward, retailers are beginning to examine their marketing strategies to ward off sales erosion to this competition and there may be changes in methods employed to retain their market share.

#### **Description of changes in metrics used and reasons for the change**

##### **Program related or economic changes that impact metric results**

The electronics industry continues to face a challenging economic environment, especially with big box stores facing competitive pressure from e-commerce. There have been some store closures because of these economic challenges but electronic purchases nonetheless have remained relatively strong over the past year. Going forward, retailers are beginning to examine their marketing strategies to ward off sales erosion to this competition.

#### ***1.17 RESIDENTIAL – Advanced Lighting –***

The Advanced Consumer Lighting Program provides customers with incentives in the form of instant rebates that significantly reduce the cost of energy-efficient lighting products, introduce energy-efficient lighting products to the market, and influence the purchasing behaviors of customers. A broad array of product types and models were available for this program's incentives. The 2012 program focused on specialty CFLs. In addition, the IOUs collaborated on a statewide Lighting Market Transformation program strategy that coordinated IOU efforts to further efficient lighting technology in California.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
RES-9	3114	Percent kW/kWh/Quantity of incented products under the Advanced Lighting program as compared to the Basic Lighting program, by product type.	2a
RES-10	3114	Percent of products incented under the Advanced Lighting Program by distribution channel* and by hard to reach (HTR) zip-codes.	2a

#### **Progress towards meeting program metric goals**

RES-9: In 2012, 73.25% of the lighting products under the lighting programs were basic CFL products. 26.75% of the products were advanced lighting products. The saving distribution was about 77% and 22%. Of the advanced lighting products, 60% were reflectors, dimmable or 3-way products. 20% were covered CFL products. 12.7% were LED seasonal lights. LED reflectors and retrofit kits were included in the “reflector and/or dimmable/3-way” category. LED Night lights were included in the “Plug-in CFL Lamp” category.

RES-10: The distribution channels of the incented products under Advanced Lighting Program include Discount, Grocery, Hardware, Home Improvement, Lighting & Electronics, Mass Merchandise, and Membership Club. Over 50% of the products were distributed through membership clubs, followed by home improvement (29.3%) and Grocery (12.2%). Distribution percentages in the remaining channels do not exceed 5% each.

35.1% of the incented products were distributed in the HTR zip codes and 64.9% of the incented products were distributed in the non-HTR zip codes.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

***1.18 RESIDENTIAL – Basic CFL –***

The Residential Lighting Incentive Program for Basic CFLs provides customers with incentives in the form of instant rebates that reduced the cost of energy-efficient lighting products. It encourages the introduction and adoption of energy-efficient lighting products into the market, increases the availability of existing products, and influences the purchasing behaviors of customers.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
RES-11	3113	During 2010-2012, implement marketing efforts and/or campaign to encourage prompt installation of CFLs as required in D.09-09-047. (Y/N)	2b
RES-12	3113	Percent of products incented under the Basic Lighting Program by distribution channel and by hard to reach (HTR) zip-codes.	2a
RES-13	3113	Percent kW/kWh/Quantity of incented products under the Basic CFL program as compared to the Advanced Lighting program	2b

**Progress towards meeting program metric goals**

RES-11: Yes. To encourage prompt installation of CFLs as required in D. 09-09-047, the following has been implemented in 2010-2012



1. **Light Fair:** Contracted field staff hosted Educational Energy-Saving Light Fairs at various major employers to demonstrate EE lighting and educate customers on how to pick the correct light. The education part covered lumens vs. wattage, color temperature, lighting facts label, and much more. The customers also had an opportunity to purchase incentivized products from our contractor at the fair. We believe that increasing customers' awareness and knowledge about EE lighting and having customers' contribute to the EE lights (instead of giving the products out for free), will encourage prompt installation of the lamps.
2. **In-store Lighting Demo:** Contracted field staff hosted EE Lighting Products demonstration at local retailers to show customers the latest lighting technologies, and customers had a chance to "touch and feel" the different products (Incandescent vs. CFL vs. LED). Trained staff answered any questions customers may have regarding their EE Lighting solution. The staff also showed customers to the SDG&E incentivized lighting products at the retailer. We believe that increasing customers' awareness and knowledge about EE lighting will encourage prompt installation of the lamps.
3. **Minimize "free bulbs" to manufacturers:** When incentive level of the products is at a level where the manufacturers can offer the products to the retailers for free, retailers have less incentive to sell the products, leading to an overstock issue at the retail space. By gradually decreasing the incentive level, retailers are then required to pay for the lighting product. This will encourage retailers to sell the products in a timely manner as the incentive for them to sell increases.
4. **Decrease numbers of Lighting Turn-In Event:** The Lighting Turn-in Event allowed customers to bring in old bulbs in exchange for new EE lamps. Customers received these products at no cost. We believe that when customers receive the products at no cost, there is less interest for them to install the products promptly. Therefore, the number of the event has been significantly decreased from nearly 20 per year to 5 per year. Instead, we had the opportunity to educate customers through different methods such as the Light Fair and Lighting Demo mentioned in point 1 and 2.

RES-12: The distribution channels of the incented products under Basic Lighting Program include Discount, Drug, Grocery, Hardware, Home Improvement, Lighting & Electronics, Mass Merchandise, and Membership Club. Over 40% of the products were distributed through membership clubs, followed by home improvement (21.5%) and Grocery (12.8%). 10.8% of the products were distributed through the discount channel. Distribution percentages in the remaining channels do not exceed 5% each.

36.7% of the incented products were distributed in the HTR zip codes and 63.3% of the incented products were distributed in the non-HTR zip codes.

RES-13: See Res-9

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

### ***RESIDENTIAL – Appliance Recycling –***

The Appliance Recycling Program picks up operable but inefficient appliances, primarily refrigerators, from residential dwellings and businesses to prevent their continued operation by recycling them in an environmentally safe manner.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
RES-14	Statewide (SW) Residential Appliance Recycling 3206	Level of program participants’ AKA (“Awareness, Knowledge, Attitude”) toward the appliance recycling subprogram.	2b
RES-15	Statewide (SW) Residential Appliance Recycling 3206	Number of program appliance units by year, appliance type, model # (as available), age (estimated), and size.	2a

#### **Progress towards meeting program metric goals**

RES-14: SDG&E contracted Evergreen Economics to conduct a 2010-2011 Residential Program Process Evaluation to quantify the level of program understanding, awareness, communication, participation, impact and overall offerings.

See **RES Table 14** that supports the program Awareness Knowledge and Attitude levels.

RES-15: There are no significant program changes or economic changes that impacted the ability for SDG&E to meet this PPM. The program received steady participation during the program cycle. The program recycling activity for 2012 experienced some decline when comparative analysis was conducted on a month to basis.

Appliance units by year, type, mode detail is provided in **RES Table 15**

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

The program recycling activity for 2012 experienced some decline when comparative analysis was conducted on a month to basis however a complete assessment has not been conducted at this time.

### ***RESIDENTIAL – Whole House Retrofit –***

The Prescriptive Whole House Retrofit sub-program (PWHRP) is a new addition to the 2010-2012 Statewide residential energy efficiency portfolio. In 2011, SDG&E launched its full Whole House Performance (or Energy Upgrade California) Program. Using lessons learned from the 2010 pilot, SDG&E refined and expanded the offering to yield substantial, comprehensive and new long-term home energy savings and eliminate lost opportunities in existing homes to the maximum extent possible.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
RES-16.1	3156	Number of homes treated in the program for 2010-2012. (Report by prescriptive program)	2a
RES-16.2	3116	Number of homes treated in the program for 2010-2012. (Report by performance program)	2a
RES-17	3116/3156	Number of enrolled contracting firms participating in the program	2a
RES-18	3116/3156	Average Ex-ante savings per home as reported (average kWh, therms, kW) for both performance and prescriptive programs by climate zone	2a
RES-19	3116/3156	Average and range of evaluated energy savings per home (prescriptive and performance programs)	2b
RES-20.1	3116/3156	Number of homes not passing Quality Assurance/Quality Control review, by IOU	2a
RES-20.2	3116/3156	Percent of homes not passing Quality Assurance/Quality Control review, by IOU	2a

#### **Progress towards meeting program metric goals**

RES-16.1, RES-16.2: The Prescriptive program did not meet goal due to low participation in the program. The Performance program did not meet goal due to the high cost of residential home retrofit projects continuing to be a barrier and the lack of access to low cost long term financing for many customers.

RES-17: The program successfully recruited a total 77 firms to become a participating contractor under the Prescriptive and Performance programs.

RES-18.1: The goals for energy savings for this metric were not met due to low participation in the program.

RES-18.2: The average savings per home was not reported for the Prescriptive program due to the work paper pending final approval.

RES-19: Same as Res-18.1.

PPM RES-20.1, RES-20.2: In 2010-12, the performance and prescriptive programs had a total of zero homes not passing quality assurance/quality control.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

N/A

## **LIGHTING MARKET TRANSFORMATION (LMT) –**

The Statewide Lighting Market Transformation Program (LMT) establishes processes through which the IOUs develop and test market transformation strategies for emerging lighting technologies (products, systems and design strategies), as well as for technologies already incorporated into their energy efficiency programs. The LMT Program addresses lighting opportunities across residential, commercial, and industrial market segments for both replacement and new construction activities. These LMT activities augment and leverage the existing IOU programs for evaluating and testing the market transformation needs for short and long term activities to get to the zero net energy (ZNE) goals in the California Long-Term Energy Efficiency Strategic Plan (Strategic Plan). LMT includes market research and coordination activities, as well as an educational component aimed toward improving the information available to consumers, contractors, and other market actors regarding new and existing lighting technologies. The program also formalizes a process by which the IOUs can rapidly introduce advanced lighting solutions and emerging technologies to the marketplace, continually improve the IOUs' current lighting programs across all market sectors, and develop innovative new program strategies to continually advance the lighting market.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
LMT-1	SDG&E did not have a formal LMT program in 2010-12 Cycle	Develop a lighting technology roadmap (i.e., what's new and available by when (MM/YY), using available information from all IOU and external parties) by January 2011 to be reported twice in 2011 and annually thereafter. (Y/N)	2a
LMT-2	See above	Develop a communication plan, by March 2011, to make the lighting technology roadmap, pipeline plans, and technology resource information from this program available on the statewide marketing, education and outreach (ME&O) web portal by July 2011, and update annually. (Y/N)	2b
LMT-3	See above	Number of recommended projects initiated and completed, with findings and recommendations (i.e., this is a tracking of lighting related projects for ET, Advanced Lighting and 3rd parties), by project type: (a) work papers, (b) white paper, (c) pilot project (d) strategy document.	2b
LMT-4	See above	Number of EE lighting measures added, removed, or updated as a result of LMT activities and influence, and reported in annual LMT June Report	2a

### **Program progress towards meeting program metric goals**

**LMT-1:** SDG&E collaborated with the SW LMT team to complete the Statewide Lighting Activities & SW Lighting Pipeline Plan workbooks and published in 2012 - Refer to Statewide LMT web-portal (<http://www.lightingmarkettransformation.com>)

LMT-2: Pending ED's final guidance on web-portal for Statewide Lighting Market Transformation Material in 2012. The ED agreed to the CA IOUs proposal to post the material on <http://www.lightingmarkettransformation.com> in Q1'2013.

LMT-3: 2 projects (Retailer Field Services and Light Fairs) were initiated and completed (Refer to 2012 Statewide Lighting Market Transformation Report for details). The findings from these projects have informed SDG&E's updated of its residential program design for the 2013-14 Transition Period.

LMT-4: 6 new measures added (A-type Omni directional, PAR, BR, Reflector, Decorative and Down-light) for both residential and non-residential sectors.

**Description of changes in metrics used and reasons for the change**

N/A

**NEW CONSTRUCTION –**

The IOUs' statewide New Construction Program promotes energy efficiency and use of energy-efficient measures by consumers. Statewide new construction programs include: Savings by Design (non-residential), California Advanced Homes (residential site-built) and ENERGY STAR® Manufactured Homes (residential factory-built). The new construction program focuses on the maximization of energy efficiency as an energy resource.

***1.19 NEW CONSTRUCTION – California Advanced Homes Program (CAHP) –***

California Advanced Homes Program (CAHP) is part of the statewide Residential New Construction program offering. CAHP encourages single and multi-family builders of all production volumes to construct homes that exceed California's Title 24 energy efficiency standards by a minimum of 15%. Through this plan, multi-family and single-family projects are approached identically for program purposes except where explicitly noted.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
NC-1	3160	Number and percent of committed CAHP participant homes (applied and accepted) with modeled, ex-ante savings exceeding 2008 T24 units (Single family (SF) and multi-family (MF)) by 15%-19%, by 20%-29%, 30%-39%, and 40+%.	2a
NC-2	3160	Percent of (current year SF CAHP program paid units)/ (SF building permits within service territories from the previous year)	2a
NC-3	3160	Percent of (current year MF CAHP program paid units)/ (MF building permits within service territories from the previous year)	2a
NC-4	3160	Number and percentage of CAHP participant new homes verified* by IOUs' HERS which exceed Title 24 (T24) building standards (SF and MF) by 15%-19%, 20%-29%, 30%-39%, 40%-70%.	2b

*Note: The original intent of NC-2 and NC-3 was to provide an estimate of program market penetration. The denominator, building permits within service territories from the previous year, is a proxy to estimate current year newly completed building units (SF or MF). Since the accuracy of this proxy is unknown, care should be taken in interpreting these PPMs.*

**Progress towards meeting program metric goals**

NC-1: Throughout 2012 there has been an increased propensity for MF unit sign-ups, particularly at levels above the first bucket of 15-19%.

NC-2 and NC-3: As the building industry has recovered and the number of permits has increased, the projected market penetration has varied greatly, decreasing on the SF side and decreasing at first but then significantly increasing for MF. While comparing paid units with previous year permits remains the best market penetration metric in theory, it's validity is still questionable.

NC-4: CAHP requires all homes to either undergo HERS testing through official registries or for utility sign-offs to be captured, which serve the purpose of a HERS verification. Between these two methods, CAHP ensures verification of all participant homes.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

The housing industry nationally and locally has continued to experience difficult times following the economic collapse of 2007-2008. However, the market is slowly returning, which may produce an increase in permits as well as paid units.

***1.20 NEW CONSTRUCTION – ENERGY STAR® Manufactured Homes –***

The ENERGY STAR® Manufactured Homes Program (ESMH) is part of the statewide Residential New Construction (RNC) program offering. ESMH addresses new factory-built housing not covered under the States T-24 energy codes.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
NC-5	3120	Number of manufactured housing units sold in IOU service territories (via retailers and/or manufacturers) participating in program	2a
NC-6	3120	Number and percent of participating projects utilizing: (a) whole house incentive for gas heat; (b) whole house incentive for electric heat	2a

**Progress towards meeting program metric goals**

NC-5: During 2010-2012, four units participated in the ESMH Program, as start-up efforts continued to confront strong headwinds

NC-6: Two units utilized whole-house electric heat and two units utilized whole-house gas heat. While this translates to 50% for each fuel source, it is expected that whole house gas will see increased participation in the future

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

***1.21 NEW CONSTRUCTION – SAVINGS BY DESIGN***

Savings By Design (SBD) is a program in the nonresidential commercial new construction market sector; available statewide with common rules and criteria; a continuation of the successful statewide Savings By Design program existing since 1999. The program promotes integrated design and emphasizes early design involvement by offering building owners and their design teams a wide range of services including education, design assistance, and owner incentives, as well as design team incentives.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
NC-7	SDGE 3118	Average site energy install, ex-ante (kBtu/sq ft-yr and demand (kW/sq ft) for participating commercial new construction by building type and climate zone	2b
NC-8	SDGE 3118	Percentage of committed participating Whole Building Approach projects that are expected to reach a minimum of 40% less energy than 2008 T24 codes requirements	2b

**Progress towards meeting program metric goals**

NC-7:

<b>SDGE-3118 (Savings By Design) 2010-2012 PPM NC-7 Results</b>			
Climate Zone	Building Type	AVG kBtu/Sq Ft	AVG kW/Sq Ft
6	Exhibit, Museum	512.33	0.00269
	Police Station or Fire Station	4.99	0.00076
	Restaurant	65.75	0.00045
<b>6 Total</b>		<b>162.20</b>	<b>0.00109</b>

<b>SDGE-3118 (Savings By Design) 2010-2012 PPM NC-7 Results</b>			
<b>Climate Zone</b>	<b>Building Type</b>	<b>AVG kBtu/Sq Ft</b>	<b>AVG kW/Sq Ft</b>
<b>7</b>	Agricultural Building	2.24	0.00024
	All Others	1426.95	0.00129
	Assembly and Conference Areas	25.80	0.00186
	Churches	16.27	0.00165
	Civic Meeting Place	5.78	0.00068
	Commercial and Industrial Storage conditioned	19.96	0.00038
	Commercial/Industrial Storage Conditioned	4.55	0.00137
	Commercial/Industrial work buildings	803.80	0.00057
	Convention, Conference, Multi Purpose	17.33	0.00319
	Day Care	13.50	0.00121
	Education - College/University	13.14	0.00142
	Education - Primary	15.07	0.00201
	Education - Secondary School	12.92	0.00065
	Exercise, Center, Gymnasium	12.01	0.00020
	Grocery Store	66.61	0.00185
	Hotels and Motels	9.24	0.00205
	Laboratory	38.85	0.00195
	Library	13.19	0.00138
	Medical - Hospital	22.23	0.00153
	Medical - Office Building	15.37	0.00108
	Mixed Use - Commercial/Residential	8.92	0.00053
	Not Specified	1.02	0.00011
	Office	17.93	0.00201
	Offices	8.52	0.00081
	Parking Garage	5.32	0.00023
	Parking Lot	1.90	0.00000
	Passenger Terminal	19.36	0.00041
	Police Station or Fire Station	12.66	0.00099
	Restaurant	57.30	0.00062
	Retail and Wholesale Stores	9.65	0.00076
<b>7 Total</b>		<b>110.04</b>	<b>0.00123</b>
<b>8</b>	All Others	11.49	0.00053
	Day Care	20.08	0.00191
	Education - Secondary School	13.16	0.00102
	Exercise, Center, Gymnasium	10.24	0.00179
	Library	8.43	0.00072
	Retail and Wholesale Stores	9.55	0.00085
<b>8 Total</b>		<b>11.99</b>	<b>0.00099</b>



<b>SDGE-3118 (Savings By Design) 2010-2012 PPM NC-7 Results</b>			
<b>Climate Zone</b>	<b>Building Type</b>	<b>AVG kBtu/Sq Ft</b>	<b>AVG kW/Sq Ft</b>
10	All Others	10.16	0.00076
	Assembly and Conference Areas	12.06	0.00270
	Churches	10.85	0.00152
	Civic Meeting Place	5.15	0.00067
	Commercial/Industrial work buildings	27.28	0.00169
	Dormitories	8.61	0.00008
	Education - College/University	10.69	0.00138
	Education - Primary	13.20	0.00200
	Exercise, Center, Gymnasium	1.81	0.00018
	Grocery Store	49.75	0.00126
	Laboratory	19.54	0.00124
	Medical - Hospital	20.21	0.00088
	Medical - Office Building	10.83	0.00061
	Not Specified	4.93	0.00066
	Offices	8.95	0.00155
	Parking Garage	6.50	0.00023
	Parking Lot	0.41	0.00000
	Police Station or Fire Station	1.99	0.00009
	Restaurant	139.35	0.00101
	Retail and Wholesale Stores	12.64	0.00097
<b>10 Total</b>		<b>14.30</b>	<b>0.00136</b>

<b>SDGE-3118 (Savings By Design) 2010-2012 PPM NC-7 Results</b>			
<b>Climate Zone</b>	<b>AVG kBtu/Sq Ft</b>		<b>AVG kW/Sq Ft</b>
6	162.20		0.00109
7	110.04		0.00123
8	11.99		0.00099
10	14.30		0.00136
<b>Grand Total</b>	<b>79.74</b>		<b>0.00126</b>

NC-8:

#### SDGE-3118 (Savings By Design) 2010-2012 PPM NC-8 Results

Total Number Whole Building Projects in 2010-2012 =	168
Number of Whole Building Projects that were $\geq$ 40% less than T24 =	3
Percent of Whole Building Projects that were $\geq$ 40% less than T24 =	<b>1.8%</b>

#### Description of changes in metrics used and reasons for the change

N/A

#### Program related or economic changes that impact metric results

NC-7: - No program related changes.

NC-8: No program related changes; however exceeding 40% lower than T24 appears to be cost prohibitive.

## **CODES AND STANDARDS –**

The Codes and Standards (C&S) Program saves energy on behalf of ratepayers by influencing improvement in energy efficiency regulations, by improving compliance with existing codes and standards, and by working with local governments to develop ordinances that exceed statewide minimum requirements. C&S program activities extend to all buildings and potentially any appliance in California, for both advocacy and compliance improvement.

The C&S program aggressively supports the goals of the Strategic Plan which highlights the role of C&S in meeting Assembly Bill (AB) 32 objectives, including Building Code and Appliance Standards Advocacy, Compliance Enhancement and Reach Code technical support.

### ***1.22 CODES AND STANDARDS – Building Standards Advocacy –***

The Codes and Standards Building Standards Advocacy subprogram primarily targets improvements to Title 24 Building Efficiency Regulations that are periodically updated by the CEC. The subprogram also seeks changes to national building codes that impact CA building codes.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
CS-1	SDGE 3141	Number of Residential and Commercial CASE studies, as defined in Building Standards Objectives 1 & 2 for which adoption by the CEC is anticipated by the IOUs, targeting efficient technologies practices and design in each of the following areas: lighting; HVAC; envelope; water heating; and cross-cutting measures in support of the following: (a) Integrated Design, including data management and automated diagnostic systems, with emphasis on HVAC aspects of Whole Building, (b) ZNE technologies, practices, and design in Residential Sector, (c) Peak efficient technologies including plug loads and HVAC technologies, (d) Advanced Lighting Technologies	2b

#### **Progress towards meeting program metric goals**

PPM results for Codes and Standards are reported on a statewide basis.

CS-1: 56 CASE studies docketed at CEC across a broad range of measures and adopted into 2013 T-24 Building Efficiency Regulations, all of which contribute towards achieving state policy goals

#### **Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

N/A

***1.23 CODES AND STANDARDS – Appliance Standards Advocacy –***

The Codes and Standards Appliance Standards Advocacy subprogram targets both state and federal standards and test methods: improvements to Title 20 Appliance Efficiency Regulations by the CEC, and improvements to Federal appliance regulations by the USDOE. Advocacy activities include, but are not limited to, development of Title 20 code enhancement proposals and participation in the CEC public rulemaking process, USDOE comment letters based on IOU research and analysis, and participation in direct negotiations with industry.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CS-2	SDGE3142	Number of draft CASE Studies, as defined in Appliance Standards Objective 1, developed as mutually agreed upon by the CEC and IOUs in support of plug loads, refrigeration, advanced lighting, and/or other technologies that are adopted by the CEC, within authorized budget.	2b

**Progress towards meeting program metric goals**

PPM results for Codes and Standards are reported on a statewide basis.

CS-2: 1 CASE study complete and docketed at CEC for a broad range of battery charger sizes and applications.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

No other case studies were completed, as the CEC did not commence a rulemaking for additional proposals.

***1.24 CODES AND STANDARDS – Compliance Enhancements Training –***

Compliance Enhancement includes Extension of Advocacy (EOA) elements of building and appliance standards subprograms, and the Compliance Enhancement Subprogram (CEP). While EOA targets improvements in compliance with building or appliance efficiency regulations and development of compliance infrastructure, CEP supports local government process improvement. Compliance improvement in buildings is achieved through education, training, and other activities targeting building departments and other building industry actors responsible for compliance. Activities may include development of “tools” and other elements of infrastructure that serve multiple compliance enhancement objectives. Improvements in compliance with appliance efficiency regulations are achieved through communications, outreach, and other activities targeting manufacturers, retailers, and other California suppliers.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CS-3	SDGE3143	Number of role-based, Title 24, training sessions delivered.	2a

**Progress towards meeting program metric goals**

The PPM results for Codes and Standards is reported on a statewide basis. In 2012, the statewide IOU team delivered 79 role-based training sessions.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

N/A

***1.25 CODES AND STANDARDS – Reach Codes –***

The Codes and Standards Reach Codes subprogram provides technical support to local governments that wish to adopt ordinances that exceed statewide Title 24 minimum energy efficiency requirements for new buildings, additions, or alterations.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
CS-4	SDGE3144	Number of jurisdictions in IOU Service territories with CEC approved Reach Codes in residential and/or commercial sectors as a result of the RC sub-program activities.	2b

**Progress towards meeting program metric goals**

CS-4: The statewide team provided technical support to 34 local governments that adopted Reach Codes and completed the required CEC approval process.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

NA

**RESIDENTIAL AND COMMERCIAL HVAC –**

SDG&E's Statewide Residential and Commercial HVAC Program delivers a comprehensive set of downstream, midstream, and upstream strategies that builds on existing program, education, and marketing efforts and leverages relationships within the HVAC industry to transform the market towards a sustainable, quality driven market. Market transformation and direct energy savings and demand reductions are achieved through a series of six sub-program that make up the comprehensive program approach.

### **1.26 HVAC – Upstream –**

The Upstream HVAC Program offers incentives to distributors who sell qualifying high-efficiency HVAC equipment to increase the regional stocking and promotion of such equipment.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
HVAC-1.1	SDGE3147 and SDGE3161	a) KW/ton incentivized in the program. (Note: Decrease in metric indicates positive progress), combined with	2a
HVAC-1.2	SDGE3147 and SDGE3161	b) the number of units that are incentivized in the program vs.	2a
HVAC-1.3	SDGE3147 and SDGE3161	c) the number of units over 5.4 tons shipped to California as tracked by AHRI shipment data (assuming the availability of AHRI data).	2a
HVAC-2	SDGE3147 and SDGE3161	The distributor stocking percentage of units eligible for program. (Note: Assumes availability of individual distributor data and/or aggregated data from HARDL.) <sup>1</sup>	2b

#### **Progress towards meeting program metric goals**

##### **HVAC-1:**

HVAC Commercial Upstream was implemented through the SDG&E Third Party SDGE3161 (3P-NRes01 – Non-Res HVAC Tune-up/Quality Installation).

HVAC Commercial Upstream Program is delivered through upstream and midstream channels implemented within the SDG&E third party program. These measures showed positive progress in metrics A, B, and C below.

- a) A total of 3,662.5 tons, representing gross savings of 878.83 kW, 2,081,472 kWh and rebates totaling \$652,162.5 implemented within the SDG&E third party program.
- b) 2,736 units installed.
- c) 70 units over 5.4 tons were installed. AHRI shipment data is not available, although the IOU team continues to work with AHRI to attempt to get the information for this and future program years.

##### **HVAC-2:**

HVAC Commercial Upstream was implemented through the SDG&E Third Party SDGE3161 (3P-NRes01 – Non-Res HVAC Tune-up/Quality Installation).

AHRI shipment data is not available, although the IOU team continues to work with AHRI to attempt to get the information for this and future program years, and Energy Division has been notified.

#### **Description of changes in metrics used and reasons for the change**

kW/ton was previously reported as the reduction in kW per ton of HVAC equipment. This metric was created to show the overall kW usage per ton. The paragraph above shows the kW/ton for each year of the program cycle. In the future, IEER may be a better metric to show the improvement in

efficiency across program cycles.

**Program related or economic changes that impact metric results**

An improving economy from 2010 to 2012 has helped improve the program results year-to-year, since HVAC system sales require significant capital expense. The third-party program provides upstream incentives for guest room HVAC controller installations. This measure, included in the tonnage above, had significant uptake in 2012.

***1.27 HVAC – Residential ENERGY STAR® Quality Installation –***

The Residential ENERGY STAR® Quality Installation Program addresses residential installation practices to ensure that equipment is installed and commissioned per industry standards.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
HVAC-3	SDGE3145 and SDGE3171	Percent of HVAC contracting companies that are participating in statewide residential QI program as a share of the targeted market.	2a
HVAC-4	SDGE3145 and SDGE3171	Average percentage of “certified” HVAC technicians within each contracting company that participates in the residential QI program.	2b

**Progress towards meeting program metric goals**

HVAC-3:

The Residential Energy Star Quality Installation program was implemented through the SDG&E Third Party SDGE3171 (3P-Res01 – Res HVAC Tune-up/Quality Installation). There were seven contracting firms qualified and active in the Residential ENERGY STAR Quality Installation program in 2012.

There were around 860 C20 licensed HVAC contractors in SDG&E’s service territory in July 2012. Of those, six licensed contractors are participating in the Residential ENERGY STAR Quality Installation, or less than 1% (.007%).

HVAC-4:

The Residential Energy Star Quality Installation program was implemented through the SDG&E Third Party SDGE3171 (3P-Res01 – Res HVAC Tune-up/Quality Installation).

All of the participating C-20 HVAC technicians in the Residential Energy Star Quality Installation program were “certified” through the program training process. There were a total of six technicians participating in the program.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

### ***1.28 HVAC – Commercial Quality Installation –***

The HVAC Commercial Quality Installation Program addresses commercial installation practices to ensure that equipment is installed and commissioned per industry standards.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
HVAC-5	SDGE3146 and SDGE3171	Percent of HVAC contracting companies that are participating in statewide commercial QI program as a share of the targeted market.	2a
HVAC-6	SDGE3146 and SDGE3171	Average percentage of “certified” HVAC technicians within each contracting company that participates in the commercial QI program.	2b

#### **Progress towards meeting program metric goals**

##### **HVAC-5:**

HVAC Commercial Quality Installation was implemented through the SDG&E Third Party SDGE3161 (3P-NRes01 – Non-Res HVAC Tune-up/Quality Installation). In alignment of with Goal 3-1 of the HVAC Action Plan, the Commercial Quality Installation (CQI) program utilizing the ACCA 5 and ACCA 9 HVAC Quality Installation national standard was launched March, 2012. With regard to data on the state’s total targeted contractor jobs that go through utility rebate programs, according to The Contractor State License Board (CSLB) which has authority over contractors, there are 1004 licensed contractors in SDG&E’s service territory serving commercial customers. Of those, no licensed contractors are participating in the commercial QI program, or 0%.

##### **HVAC-6:**

HVAC Commercial Quality Installation was implemented through the SDG&E Third Party SDGE3161 (3P-NRes01 – Non-Res HVAC Tune-up/Quality Installation). Of the 1004 HVAC licensed contractors in SDG&E’s territory serving commercial customers, there were no technicians participating in the commercial QI program, or 0%.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

SDG&E actively attempted to enroll multiple commercial HVAC contractors and technicians in the new Commercial Quality Installation program from March to December, 2012. This included HVAC contractors that were currently participating in SDG&E’s Commercial Quality Maintenance and tune up programs (Silver, Gold and Platinum packages). Due to extensive training, detailed data entry requirements, high overall cost to the HVAC contractor, and the requirement of pulling permits, no HVAC contractor and technician have not enrolled in the Commercial Quality Installation program. In a effort to increase enrollment in Q4, 2012, SDGE offered incentivized training in the ACCA Quality Assured training to assist HVAC contractor’s and technician’s understanding of using the ACCA 5 and ACCA 9 Standard.

### ***1.29 HVAC – Quality Maintenance Development –***

The HVAC Quality Maintenance Development Program addresses residential and commercial maintenance practices to ensure that equipment is serviced per industry standards and that the maintenance effort supports the long term strategic goal of transforming the trade from commodity-based to quality-based.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
HVAC-7		Measured progress towards specific milestones provided in the project GANTT chart indicating the development/finalization of this IOU program based on Quality Maintenance standards.	2a

#### **Progress towards meeting program metric goals**

HVAC-7:

The Quality Maintenance Program was launched 2011-Q3. Please refer to the GANTT chart in the MS Excel table.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

### ***1.30 HVAC – Technology and Systems Diagnostics –***

The program is a coordination and advocacy program that addresses the technical elements critical to increasing the market introduction of advanced cooling and fault detection and diagnostic technologies.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
HVAC-8		Status of progress towards completion of roadmap (i.e., plan and recommendations) to support the development of a national standard diagnostic protocol (activities, concrete actions taken).	2a

#### **Progress towards meeting program metric goals**

HVAC-8: Please see attached Excel file “HVAC-8\_Statewide.xlsx” for statewide progress.

The Automated Fault Detection Subcommittee of Western HVAC Performance Alliance’s Technology Committee, was established in 2010 to spearhead this effort. This committee has met several times on a regular schedule and brainstormed items that needed to be on the roadmap. The roadmap, titled “Onboard and In-Field Fault Detection and Diagnostics—Industry Roadmap,” was finalized by this committee in 2012. The roadmap includes strategies and timelines to address gaps, barriers, lack of standards and protocols. Several initiatives that were identified in the roadmap are currently underway, including efforts with industry, researchers, utilities and regulatory bodies.



**Description of changes in metrics used and reasons for the change**  
N/A

**Program related or economic changes that impact metric results**

***1.31 HVAC – Workforce Education & Training –***

The HVAC Workforce Education and Training (HVAC WE&T) Program offers education and training opportunities targeted at all levels of the HVAC value chain to close training gaps at all levels of the industry.

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
HVAC-9		Status of progress towards completion (activities, concrete actions taken) of detailed WE&T roadmap (plans, goals, timelines and recommendations).	2a

**Progress towards meeting program metric goals**

HVAC-9:

In 2012, program staff continued to work collaboratively with other IOU partners and industry stakeholders (largely through the WHPA) to pursue CLTEESP objectives. Strategic actions taken were cross-purposed, informed by industry needs, workforce development research, and by IOU HVAC & WE&T PIPs (objectives articulated in multiple referenced documents –i.e. HVAC Action Plan, Needs Assessment, Guidance Decision.)

WE&T staff worked closely with program implementation providers to ensure succinct, applicable, and measurable training that was built on industry standards and supported program goals. WE&T staff cultivated partnerships with industry stakeholders (i.e. WE&T providers and Certification Bodies) to elevate skills of existing workforce, and collaborated with workforce development organizations.

Please review the GANTT chart in the attached Excel file “TABLE HVAC-9\_Statewide.xlsx” for further statewide detail.

**Description of changes in metrics used and reasons for the change**  
N/A

**Program related or economic changes that impact metric results**

**EMERGING TECHNOLOGIES –**

The Statewide Emerging Technologies Program

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
ET-1		The number of new "proven" ET measures adopted* into the EE Portfolio. * "Adoption" means measure is available to end-use customers through IOU programs. Adoption of a measure may be attributed to one or more ET sub-programs	2b
ET-2		Potential energy impacts* (energy savings and demand reduction) of the adopted ET measures into the EE portfolio. * Potential energy impacts to be reported based on ET project findings and estimated market potential (reported through quarterly ET database updates)	2b

**Progress towards meeting program metric goals**

ET-1:

ET-2:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

***1.32 EMERGING TECHNOLOGIES – Technology Assessments (TA) -***

The Technology Assessments Subprogram is

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
ET-3		Number of ETP measures which have undergone TA that are adopted* into the EE portfolio, including but not limited to each of the following: (a) Advance HVAC technologies (b) High efficiency plug loads and appliances (c) Advanced lighting technologies * "Adoption" means measure is available to end-use customers through IOU programs.	2b

**Progress towards meeting program metric goals**

ET-3:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

### ***1.33 EMERGING TECHNOLOGIES – Scaled Field Placement (SFP) -***

The Scaled Field Placement Subprogram is

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
ET-4		Number of ETP measures that have undergone SFP and are adopted* into the EE portfolio.  * “Adoption” means measure is available to end-use customers through IOU programs.	2b

**Progress towards meeting program metric goals**

ET-4:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

### ***1.34 EMERGING TECHNOLOGIES – Demonstration Showcases (DS) -***

The Demonstration Showcases Subprogram is

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
ET-5		Self-reported increase in knowledge by randomly selected sample of targeted stakeholders who either 1) visited the DS or 2) were informed about the DS in a workshop about benefits of the DS.	2b

**Progress towards meeting program metric goals**

ET-5:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

### ***1.35 EMERGING TECHNOLOGIES – Market and Behavioral Studies -***

The Market and Behavioral Studies Subprogram is

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
ET-6		Self-reported increased in knowledge among internal ET stakeholders about the technologies targeted by the M&B studies.	2b

**Progress towards meeting program metric goals**

ET-6:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

***1.36 EMERGING TECHNOLOGIES – Technology Development Support (TDS) –***

The Technology Development Support Subprogram is

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
ET-7		Number of new performance specifications and/or Use Cases* produced as a result of TDS sub-program.  * “Use Cases” describe the need for a technology or application.	2b
ET-8		Number of new performance specifications and/or Use Cases presented to manufacturers/private industry for possible action.*  * “Possible action” means that the manufacturer/private industry considered TDS results in their product development efforts.	2b

**Progress towards meeting program metric goals**

ET-7:

ET-8:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

**EMERGING TECHNOLOGIES- TECHNOLOGY RESOURCE INCUBATION AND OUTREACH –**

The Technology Resource Incubation and Outreach Subprogram is

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
ET-9		Percent of attendees who voluntarily respond and self-report increased understanding on how to do business with utilities.	2b

**Progress towards meeting program metric goals**

ET-9:

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

***1.37 EMERGING TECHNOLOGIES – Technology and Testing Center (TTC)***

PPM ID	Program ID	Program Performance Metric (PPM)	Metric Type
ET-10	N/A	Number of ETP measures evaluated at the TTCs in support of ET Assessments Sub-Program that are adopted* into the EE portfolio (and/or available in the market).  * “Adoption” means measure is available to end-use customers through IOU programs.	2b

N/A - This PPM is not applicable to SDG&E.

## **INTEGRATED DEMAND-SIDE MANAGEMENT (IDSM) –**

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
IDSM-1	3282	Awareness and knowledge among relevant IOU program staff (to be specified – e.g. account reps, engineers that administer the audit (3rd party); program designers and managers) regarding how IDSM relates to and impacts their efforts and programs	2b
IDSM-2	3282	Complete and make available integrated audit or survey tools (on line and on-site) to residential and non-residential customers in all IOU programs that provide audits / surveys (and include EE, Demand Response (DR), and Distributed Generation (DG) recommendations). (Y/N)	2b
IDSM-3	3282	Number and percentage of integrated audits provided to each customer class and NAICS code.	2b
IDSM-4	3282	A status report that identifies how well “integrated” (EE, DR, DG) all IOU demand-side energy program offerings and components are (e.g., CEI, Commercial, Agricultural, Industrial, Residential, Audits) including lessons learned, best practices, improvement plans, and how the program portfolio is addressing strategic planning goals / objectives and D.09-09-047 directives regarding integration, as well as the IDSM program objectives specified in the PPM Worksheet. The report will review how the IOUs have developed internal and external frameworks that support integration of IDSM programs and technologies. (Y/N)	2b
IDSM-5	3282	Number and percent of integrated audit participants (identify NRA participants) in all customer classes (Residential, Commercial, Industrial, Agriculture) that implement recommended DSM measures / participate in other DSM programs (EE, DR, DG – Track which categories implemented / participated in) or other recommended technical process and practice improvements. (If possible, identify whether participants received incentives or not.)*  *Data sources for reporting will come from (a) program tracking databases and (b) process evaluation to refine estimates.	2b
IDSM-6	3282	Program participant awareness of IDSM practices in each of the market sector subprograms.	2b

**Progress towards meeting program metric goals**  
IDSM-1:

***1.38 STATEWIDE DEMAND SIDE MANAGEMENT COORDINATION AND INTEGRATION***

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
IDSM-1	3282	Awareness and knowledge among relevant IOU program staff (to be specified – e.g. account reps, engineers that administer the audit (3rd party); program designers and managers) regarding how IDSM relates to and impacts their efforts and programs	2b

**PROGRAM PROGRESS TOWARDS MEETING GOALS**

San Diego Gas and Electric (SDG&E) has worked to educate staff on Integrated Demand Side Management (IDSM) directives and activities during the 2010-12 portfolio period. By its very nature, IDSM involves awareness across the SDG&E organization – from marketing to program development and implementation to delivery to customers through marketing, web, vendors, partners and account representatives. Input into the IDSM statewide quarterly report involves staff from across the organization.

**2011 IDSM Kickoff for Program and Marketing Staff:**

SDG&E held a series of IDSM Knowledge and Awareness events in 2011 including an IDSM Kickoff event on October 27, 2011. There were a total of 122 participants in the event. The 2011 event targeted educating program staff on IDSM initiatives and having them share case studies of integrated projects in various customer segments. The training included an IDSM overview; regulatory IDSM explanation and requirements; SDG&E efforts in Audits, Emerging Technologies, Pilots, Marketing and IDSM customer case studies. Participants were provided information on integration as well as the requirements, metrics and solutions to the customer.

A make up event was hosted on November 28th for the staff unable to attend the kick-off event and had approximately 15 attendees.

**IDSM Kickoff Survey Results support Knowledge and Awareness of IDSM approaches**

The survey for the event included IDSM knowledge and awareness questions and suggested areas of follow up. Relevant IDSM questions and results are listed below:

1. 92% of participants understand the CPUC requirements for IOUs to integrate their DSM program offerings to customers.
2. 85% of participants listed at least 2 of the 4 Programs DR/EE/DG (Solar) and Low Income as required for Integration
3. 96% of participants identified the benefits of Integration
4. 95% agreed that Integrated Marketing is a major focus of the Strategic Plan.
5. 71% of attendees already coordinated with other programs to integrate offerings
6. 95% of participants understand how programs or projects could contribute to Integrated Solution for Customers.
7. 93% of participants believe there are Barriers in to Integrating Effectively

### Omnibus Feedback on the November IDSM Kickoff Confirms Awareness Metrics:

The 2012 IDSM Omnibus Report conducted by Itron on behalf of the Energy Division concluded that “from a thorough review of the data, training presentation slides, marketing materials provided to the evaluation team and the notes taken during interviews, it is clear that SDG&E staff has a good understanding of what IDSM entails.” (Page 4-6)

### **IDSM Field Staff Workshop**

On February 15, 2012, SDG&E conducted a 5 hour IDSM workshop. The session had a total of 42 participants separated across the following business units:

- Program Staff (EE, DR, DG/CSI)
- Account Reps and Engineers
- Marketing

The purpose of the workshops was to review CPUC requirements, discuss and brainstorm on the challenges, barriers and tools to adequately deliver integrated SDG&E offerings to their customers. A pre-survey was sent to the participants to ask their feedback on the current state of the SDG&E organization and to provide suggestions to overcome and better integrate offerings to their customers. The workshop utilized that feedback to facilitate round table on the feasibility of implementing the suggestions and coming up with more ideas for integrating the internal organization and offerings to customers.

### IDSM Workshop Pre and Post Surveys

The pre-survey for the event included current IDSM customer participation and awareness questions and suggested areas for integration improvement to guide the workshop discussion. Relevant IDSM questions / are listed below:

1. Are your customers currently taking an integrated approach to Energy projects?
2. Top barriers/ challenges to integrating effectively included Program design complexity, Application difficulty, Customer barriers, Integrated Marketing, Segmented audits
3. Tools and resources to deliver integrated offerings that were identified included Marketing/ Success stories, External education, Integrated Program tools, Audits, measurement tools

The post-survey for the event included understanding of IDSM requirements and effectiveness of the workshop. Relevant IDSM questions and results are listed below:

1. 71% of participants understood the California Public Utilities Commission (CPUC) requirements for investor owned utilities (IOUs) to integrate their Demand Side Management program offerings to customers.
2. 93% of participants correctly listed three kinds of demand side management programs that the CPUC has directed the IOUs to be integrated.
3. 100% of participants coordinated with other programs to integrate offerings to customers prior to taking this training.
4. 97% of participants were interested in more education on how to offer integrate offerings.
5. 89% of participants agreed that this workshop session on IDSM was useful and informative.



#### Next Steps

SDG&E staff is reviewing results of the 2011 efforts in order to refine knowledge and awareness efforts in the 2013-2014 transition period.

#### IDSMD-2:

Yes, SDG&E rolled out part 1 of the integrated on-line survey tool. On May 20, 2012 the Home Energy Advisor on-line survey was launched; the Home Energy Advisor is the SDG&E version of the ICEAT (aka Universal Audit Tool for residential customers).

BEA Tool or SMB Tool for SDG&E received an extension from the CPUC until the end of June of 2013 to deliver the Business Energy Analyzer (BEA) tool. The tool is currently being customized to meet the needs of our small to medium size business customers.

#### IDSMD-3:

For progress towards IDSMD metric 3, please see the PPM Reporting Table & Tables.xlsx

#### IDSMD-4:

Integrated Demand Side Management 2010-2012 Status Report

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**San Diego Gas & Electric**

**5/1/2013**

# **Statewide DSM Coordination and Integration Program 2010-2012 Program Performance Metric Report<sup>2</sup>**

## **IDSM OVERVIEW**

The California Long Term Energy Efficiency Strategic Plan (Strategic Plan) recognizes the integration of demand-side management options including energy efficiency (EE), demand response (DR), and distributed generation (DG) as fundamental to achieving California's strategic energy goals. To support this initiative, the IOUs have identified integrated demand-side management (IDSM) as an important strategic DSM policy priority and have proposed a series of activities, pilots and other programs in response to the Strategic Plan's DSM Coordination and Integration Strategy. This report illustrates how San Diego Gas & Electric Company (SDG&E) has been focusing on integrated efforts in the 2010-2012 Energy Efficiency portfolio period both externally through Statewide and internal efforts through organizational structure, integration of demand side offerings and tools. This report also addresses SDG&E's compliance with the strategic planning goals and objectives set forth by the CPUC.

## **INTERNAL FRAMEWORK**

In supporting IDSM efforts, SDG&E has worked across the organization to develop strategies and approaches to support the delivery of integrated offerings to customers. From working across proceedings with the program and regulatory teams who are driven by different mandates, reporting requirements and goals, to leveraging marketing efforts to ensure integrated messaging where appropriate, to pulling offerings together and leveraging internal and external delivery channels, SDG&E has been striving to increase internal efficiencies through integrated efforts. As a result, SDG&E has developed segment offerings, tools, and marketing campaigns that focus on offering integrated solutions to all types of customers.

### **Customer Programs Organization**

Currently, SDG&E's Customer Programs organization is responsible for both EE and DR Programs. The department was reorganized in 2006 such that these programs reside respectively by sector with a Residential segment manager and Commercial segment manager. This was SDG&E's initial effort in integrating its EE and DR program management. SDG&E has further enhanced its comprehensive approach by restructuring how it designs and manages its program. In the past programs were managed across the residential and non-residential markets uniformly,

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<sup>2</sup> A status report that identifies how well "integrated" (EE, DR, DG) all IOU demand-side energy program offerings and components are (e.g., CEI, Commercial, Agricultural, Industrial, Residential, Audits) including lessons learned, best practices, improvement plans, and how the program portfolio is addressing strategic planning goals / objectives and D.09-09-047 directives regarding integration, as well as the IDSM program objectives specified in the PPM Worksheet. The report will review how the IOUs have developed internal and external frameworks that support integration of IDSM programs and technologies.

but now the program managers are responsible for segments rather than specific programs. The goal is to be even more knowledgeable about the needs of customer segments (residential owners and renters, non-residential manufacturing, agricultural, hospitality, foodservice, institutional, etc) and to increase market penetration through segment specific marketing and outreach. This additional step of segmentation enhances the company's ability to design program and communications materials geared towards managing the customer's energy needs in a comprehensive manner rather than the traditional piecemeal of offering independent programs. SDG&E's latest reorganization in 2012 has resulted in IDSM reaching beyond the borders of customer programs and adoption into other divisions of SDG&E, while maintaining a strong link to customer segments. All employees will continue to participate in a refined curriculum of integration training based on need and job scope.

### **Marketing and Delivery Organization**

SDG&E has already undertaken a fundamental shift in aligning marketing functions and job descriptions so that "integration concepts" are a day-to-day part of those jobs. For this reason, it is difficult, if not impossible to provide records of specific meetings, as all work that is done in marketing programs is done with integration in mind.

### **Integrated IDSM Program Offerings**

SDG&E has been working to integrate across offerings to various customer classes through integrated offerings, marketing campaigns and channels. However, as noted in the recommendations section of the 2012 Omnibus Report "since customers cannot always adopt a holistic set of IDSM solutions at once, utilities should be recognized for encouraging customers to integrate across IDSM options even if their customers take a step wise approach." (p. 4-50) IDSM efforts and offerings across various customer segments are described in the sections below.

#### **Integrated IDSM Program Offerings - Residential**

Residential program offerings are generally offered and implemented through marketing campaigns. These efforts are described in more detail in the ESAP and Marketing sections below.

#### **Integrated IDSM Program Offerings- Energy Savings Assistance (ESA) Program Coordination:**

- *ESA Program/ MIDI coordination:* Customers who were approached for enrollment in the ESA Program but fell above the income guidelines are offered enrollment in the Moderate Income Direct Install Program (MIDI). Designed along with Local Government Partnerships to provide an offering for the moderate income residential customers.
- *Energy Upgrade California:* Promoted the "house as a system" approach by providing customer incentives for comprehensive retrofits that improve a home's energy efficiency. The program outlined two upgrade paths: Basic (Prescriptive) Path and the Advanced (Performance) Path.
- *Home Energy Efficiency Rebates (HEER):* All of the ESAP-EE integrated outreach was aimed at encouraging customers to participate in EE programs by applying for rebates.

- *Multifamily Energy Efficiency Rebate Program (MFEER):* - Offered property owners and managers incentives for installing energy efficient measures, slated for the retrofit of existing multifamily properties of two or more units. ESAP outreach is integrated into outreach for MFEER. CARE/FERA programs and ESAP are also promoted at MFEER outreach events and property owner/manager conferences. Income-eligible residents may enroll in ESAP to receive measures not provided by the MFEER program.
- *ESAP Mobile Home Program:* SDG&E worked with its general EE program's Mobile Home Program to integrate the installation of measures and services including. In addition to this effort, ESAP is worked with EE, as the programs were designed to expand offers into multi-family dwellings. These efforts helped customers receive the most measures (for which they qualify) between the two program areas while minimizing the likelihood of duplicative efforts between EE and the ESAP.

### **IDSM / ESAP Education and Training-**

SDG&E is an active member of the Statewide Workforce Education & Training (WE&T) Taskforce that was formed as an advisory group to the Investor-owned Utilities (IOU) on Energy Center education & training programs. The Taskforce includes stakeholders from education, industry trades and nonprofits, non-IOU training, public agencies and members from IOU Customer Assistance Programs.

The SDG&E Workforce Education & Training Connections sub-program emphasis is on education curriculum and related activities that inspire interest in energy careers, new and emerging technology, as well as skills development to advance the energy initiatives and goals of the state. SDG&E's WE&T group has supported the ESA Program through its partnership with The Energy Coalition through its PEAK student education program. The PEAK student program goal is that 50% of program participants come from the low income and disadvantaged groups.

SDG&E's ESA Program continues to refine its various leveraging models and increase leveraging activities with new and existing external partners in the areas of energy efficiency and others. For several years, the ESA Program has coordinated marketing and outreach efforts with other assistance programs (i.e., CARE, Medical Baseline Allowance, and Neighbor to Neighbor Fund) to communicate bill assistance messages to customers who need assistance in paying their energy bills or who need other types of assistance. This coordinated effort is an internal strategy pursued by SDG&E to deliver a single message regarding assistance options to its customers.

Through Marketing, Education, and Outreach (ME&O,) SDG&E Residential Customer Programs works with Customer Assistance Programs representatives to encourage potential and participating ESAP customers to also understand and participate in all of the various low-cost and no-cost ways to save energy. The most effective coordinated effort is through promotion of the HEES survey to ESAP customers, which determines their overall energy usage and helps them find ways to become more energy efficient. Other avenues include cross promotion of energy efficiency programs in ESAP materials, information listings on SDG&E's website and information provided via SDG&E's call center.

### **IDSM ESAP Commercial Residential Alliance -**

The Business Consumer Electronics (BCE) Program focuses on providing participating retailers with direct incentives to stock higher energy efficient electronic products in their stores. These efforts, in turn, provide increased opportunities for customers to purchase more efficient products

and thereby reduce their plug load energy consumption. For example, the BCE program recently added Sears Essentials in its listing of retailers. Many of its stores are located in our hard to reach zip code areas. SDG&E will also augment retailer support efforts through internal training of ESAP staff to raise the awareness about the benefits of purchasing energy efficient electronic products as part of their customer education and outreach activities in 2011. SDG&E's next step in this process will be to create informational materials about energy efficient electronic products that can be provided to community based organizations (CBOs) and nonprofits that work directly with the ESAP outreach team.

### **IDSMS Offerings – Non-Residential**

Integration of projects most commonly happens through the work of account representatives and customers. “Commercial and industrial account executives provide their customers with information necessary to facilitate the implementation of integrated projects.” (Omnibus Report, page ES-4)

- **Commercial:**

Commercial integrated projects usually include EE implementation of chillers, condensers, HVAC, Savings By Design, Retrocommissioning, refrigeration, and lighting as well as Demand Response programs, EMS systems, and controls. Distributed generation participation includes solar panels, CSI and wind and microturbines.

Customer offerings have been developed for particular segments based on customer need and opportunity. Continuous Efficiency Improvement (CEI) has also been leveraged with commercial customers over the past 2 years as a planning and process tool for customers to implement projects over time.

Commercial customers also had the retrocommissioning program to utilize that allowed existing building to be brought back to highly efficient activity.

- **Agricultural:**

Agricultural customers have many more opportunities for DG participation including PV systems, CSI participation, biomethane and wind turbines. These projects also commonly include IDSMS upgrades and retrofits including lighting with DR controls, boilers and controls, power cyclers, air compressor retrofits and SmartAC and DR program participation.

- **Industrial:**

Integration has been successfully achieved by these customers through their implementation of IDSMS projects like VFDs, lighting, air flow management, EMS controls, boilers and boiler controls, and participation in pump programs and CSI program participation.

- **Government Partnerships:**

The SDG&E Local Government Partnership (LGP) programs were designed to provide integrated assistance to local governments (Partners) to achieve energy efficiency in their own facilities as well as effectively lead their communities to increase energy efficiency practices, reduce greenhouse gas emissions, increase renewable energy usage, and ensure

that their communities are more livable and sustainable. The LPG programs promote and provide access to all SDG&E programs including Customer Assistance Programs to advance energy efficiency in local government facilities and their communities through energy saving actions, training, and education. The LGP's provide marketing, outreach, education, and training to connect the communities with opportunities to save energy, money, and help the environment.

**Audits:**

SDG&E has coordinating on a statewide basis to deliver an integrated audit tool with consistent business requirements. SDG&E contracted with a vendor to develop tools that meet the business requirements for statewide consistency and launched a residential and Small Medium Business (SMB) tool that meets the CPUC's business requirements.

SDG&E's Technical Assistance (TA) Program is moving forward with providing IDSM solutions in the form of an audit to the applicable client base. The RFP was released on March 15, 2013. The onsite integrated audits will now focus on any/all IDSM solutions that make the best sense for an individual facility. An IDSM audit report, based on ASHRAE Level II standards, will help to resolve the existing market barriers and help with the education of implementing the various IDSM opportunities. This approach is focused on bringing engineering, all utility incentives/rebate programs and economics together within one report. The process is designed to arm the industry with enough information to make an educated decision on implementing energy efficiency, dispatchable load reduction (automated demand response), and various types of distributed generation.

SDG&E, in coordination with the IOUs, will continue to work to improve the customer experience related to audits to encourage customer participation in IDSM programs. All applicable funding sources will be explored to support both online and onsite audits (including, but not limited to EE, DR, and DG). In addition, the utilities will continue to collaborate on approaches and best practices both with onsite audits and our online tools.

**IDSM Internal Training:**

SDG&E has worked to educate staff on IDSM directives and activities during the 2010-12 portfolio period. As confirmed in the 2012 IDSM Omnibus Report, "IDSM knowledge and training encompasses EE, DR and DG, though less emphasis has been placed on the role of AMI in the training sessions." (p.4-1) By its very nature, IDSM involves awareness across the SDG&E organization – from marketing to program development and implementation to delivery to customers through marketing, web, vendors, partners and account representatives. Input into the Joint IOU Quarterly Summary and Compliance Tracking Report (IOU IDSM Quarterly Report) involves staff from across the organization.

SDG&E held a series of IDSM Knowledge and Awareness events in 2011 including an IDSM Kickoff event on October 27, 2011. There were a total of 122 participants in the event. The 2011 event targeted educating program staff on IDSM initiatives and having them share case studies of integrated projects in various customer segments. The training included an IDSM overview; regulatory IDSM explanation and requirements; SDG&E efforts in Audits, Emerging Technologies, Pilots, Marketing and IDSM customer case studies. Participants were provided information on integration as well as the requirements, metrics and solutions to the customer.

A make up event was hosted on November 28th for the staff unable to attend the kick-off event and had approximately 15 attendees.

On February 15, 2012, SDG&E conducted a 5 hour IDSM workshop. The session had a total of 42 participants separated across the following business units:

- Program Staff (EE, DR, DG/CSI)
- Account Reps and Engineers
- Marketing

The purpose of the workshops was to review CPUC requirements, discuss and brainstorm on the challenges, barriers and tools to adequately deliver integrated SDG&E offerings to their customers. A pre-survey was sent to the participants to ask their feedback on the current state of the SDG&E organization and to provide suggestions to overcome and better integrate offerings to their customers. The workshop utilized that feedback to facilitate round table on the feasibility of implementing the suggestions and coming up with more ideas for integrating the internal organization and offerings to customers.

The 2012 IDSM Omnibus Report conducted by Itron on behalf of the Energy Division concluded that “from a thorough review of the data, training presentation slides, marketing materials provided to the evaluation team and the notes taken during interviews, it is clear that SDG&E staff has a good understanding of what IDSM entails.” (Page 4-6)

### **IDSM Workforce Education & Training Efforts:**

The SDG&E training centers have implemented an Integrated Training curriculum. Details of the individual classes that have been offered are included in the 2010-12 IDSM Quarterly Reports. Classes were tailored and marketed to residents, vendors, business and property owners as well as SDG&E staff.

The SDG&E Connections program serves the educational sectors requested, with the exception of trades-related training. While several of the programs reach out to the community at large, targeting the underserved communities, Connections' programs are not targeted towards trade organizations. Below is a brief description of each of the SDG&E programs:

- PEAK Student Energy Actions (PEAK) is a standards-based energy education program for 3<sup>rd</sup> through 7<sup>th</sup> grade (with possible expansion into other grades), that empowers youth to save energy in their homes, schools, and communities and promotes workforce development in energy-related industries.
- California Community College program works to expand from simply training facilities with the objective of developing future energy professionals and a green workforce.
- Green Campus is a statewide program that leads the way in addressing energy efficiency in the higher education sector by meeting with faculty, staff and administrators and work with them to incorporate energy, energy efficiency, and discussions about a green career path into their courses/programs as well as work with campus officials to implement energy efficiency projects on campus.

**Marketing:**

Integrated marketing is defined as a strategy in the overall marketing approach of demand side management programs, products, and services, by offering the right solution to the right customer at the right time. SDG&E uses segmentation and internal data analysis to help refine our understanding of customers' IDSM needs, by customer segment and then target offerings appropriately. While coordinated and combined marketing programs may save costs by "bundling" messages into singular instruments, the mixed messaging may inadvertently result in customer confusion, inaction, or indifference. This definition supports the offering of all DSM resources (DG, DR, EE, Permanent Load Shifting (PLS), ESAP and others) through various channels to customers with focused messaging based on customer profiles and lifestyles for maximum efficacy.

The 2012 IDSM Omnibus Report confirms that SDG&E is approaching integrated marketing by presenting "the right solution to the right customer at the right time", but also concludes that "since SDG&E is not the implementer of the solar programs, there are no funds that can be allocated to the solar message in the integrated marketing campaign." (p.4-40)

SDG&E has been conducting Residential and Non-residential outreach events, developing and delivering collateral, creating tools, website updates and campaigns to cross market programs. Quarterly updates of these activities have been included in the IDSM Quarterly Report.

**Marketing Collateral:**

In 2010, SDG&E completely revamped marketing collateral for business customers to focus on specific customer industry segments; each customer segment had a set of specific program information presented to them, which included integrated messaging on Energy Efficiency and Demand Response. Segments include:

- Wholesale/Retail/Offices
- Government/Utilities
- Hospitality/Services
- Manufacturing
- Institutional
- Agriculture/Construction

This collateral was updated throughout the program cycle, and successfully used in customer outreach through Account Executives and at business outreach events for the past several years.

In addition, collateral for Residential programs was consolidated into one "Your Whole House" brochure. Rather than have individual collateral for each rebate or program, one unified piece of materials that could be updated and used at all events and in customer welcome packets was useful to communicate the breadth of EE, DR and DG programs. Despite the fact that there was no funding from the CSI program, a mention of the importance of solar and the correct contact information for the California Center for Sustainable Energy was included.

**Marketing Campaigns and Communications:**

SDG&E has conducted annual campaigns to promote integrated solutions for both residential and business customers during the program cycle.



Residential campaigns used mass media as the predominant channel, as it reaches the widest audience with the offer that SDG&E can help you save money and energy. Tactics included television, radio and online advertising and linked customers to a campaign landing page where the suite of EE/DR offerings could be found. The website also contained links to the California Solar initiative website.

More recently, SDG&E refocused the messaging on their summer preparedness campaign to drive awareness of the need for conservation, to tie local demand response efforts, particularly the newly launched “Reduce Your Use” program to the statewide Flex Alert campaign and to generally encourage participation in all Demand Side Management (DSM) programs and services. With the newly launched Home Energy Advisor tool available, the campaign also focused on encouraging customers to complete their online energy audit and learn about the most efficient ways to save.

Due to the more targeted nature of small businesses, and our ability to segment them based on NAICS codes, SDG&E engaged in direct marketing campaigns in 2010 and 2011 that utilized a multi-touch direct mail/e-mail effort to promote integrated solutions, including Summer Saver (demand response) in-person and online energy audits, and energy efficiency rebates. During 2012, messaging for small business customers focused almost exclusively on enrolling them in the Reduce Your Use pilot and in the Summer Saver program due to the critical need for conservation in our region during the summer months.

### **Outreach and Events:**

For the duration of the program cycle, SDG&E participated in targeted events where the audience was deemed to be more receptive to messaging and outreach from SDG&E. This included events with a “green” or “environmental” focus, events where energy and/or money-saving was a topic, and general community events where the audience was relevant and open to hearing about promotion of EE and DR programs. Integrated collateral (as discussed above) was heavily used by outreach staff at these events in order to provide a point of discussion and a takeaway for customers.

For business customers, SDG&E continued to hold its successful “Energy Showcase.” The event has hosted over 900 business customers each year, and handed out over 30 awards (10+ per year) to customers who achieve the highest savings via participation in integrated solutions. Awards are given based on participation in both EE and DR programs, with “bonus” points also given for participation in renewable energy efforts, resulting in winners who always showcase a wide range of holistic integrated solutions. Case studies are always produced for these customers, so that our account executives and outreach teams can demonstrate the success that can be achieved through program participation.

### **Social Media and Social Marketing:**

SDG&E launched the San Diego Energy Challenge (SDEC) during Q3 of 2012. The project objectives were to enable greater access to electricity consumption data by residential customers and their authorized third parties; to empower residential customer to better manage their electricity use through understanding of usage and information on integrated energy solutions and to provide or support the use of third-party tools and software products that utilize the available data to deliver added value to residential customers. With the Energy Challenge, SDG&E took a community-based grassroots approach built on a social gaming platform.

Customers within the San Diego Unified School district were encouraged to sign up via a school-based competition. Using game mechanics to encourage participation, customers earn points, prizes, and rewards for signing up, saving energy, and responding to Reduce Your Use days (peak events.) The customers are engaged on social networks, web, mobile, and email platforms.

### **Community Partnerships:**

During the summer of 2012, with all of the concern about the need for conservation, SDG&E put a community outreach program into place to help our hard-to-reach customers understand the critical nature of conservation. Due to potential market confusion over event days and names, close coordination with Flex Alerts was needed in order to educate consumers about both Reduce Your Use days and Flex Alert days. SDG&E created the “Flex Alert Conservation Partners” program, and asked local community based organizations to submit proposals for how they could best communicate with their own constituencies. SDG&E scored the proposals based on demographic reach, ability to meet objectives, creativity and timeline.

36 community based organizations received a total of \$91,000 in funding from SDG&E to promote education around conservation, including both Reduce Your Use days and Flex Alerts. The agencies also included basic energy efficiency information, and were provided ESAP and summer preparedness materials to help them educate their customers. The agencies were all brought together in July for a training session, where materials such as flyers, videos and logos were provided. Those agencies then took those materials and used them to execute their own tactical plans, including contests and games for children, extensive social media outreach, videos, blogs, education for disabled adults and other grassroots outreach through events and media. On Reduce Your Use and Flex Alert days, the agencies were able to use their own extensive social networks to tweet and post messages about the need for conservation during that day. This highly successful effort has now been modeled throughout SDG&E marketing efforts, and will be utilized further to help us in our education efforts as it relates to low-income programs, EE and DR programs, and upcoming Smart Pricing information.

### **Internal Team Meetings:**

SDG&E initiated Internal Integration teams that met on a biweekly basis in 2011 to coordinate training activities and internal integration efforts. The teams consisted of a cross-functional group of representatives. The team was responsible for implementing training efforts and promoting cultural changes within the company. The team has met on an as needed basis since its inception.

### **Integration Project Tracking:**

The IOUs are tracking numerous integrated projects in the field that are being funded out of the individual program budgets (EE, DR, CSI/SGIP), but are integrated in nature due to the way they have been presented by account reps and / or implemented by the customer. SDG&E has identified integrated projects via database information. SDG&E has been tracking projects through the annual Showcase Award effort. (<http://www.sdge.com/business/energy-showcase/2011-energy-champions>, <http://www.sdge.com/business/2012-energy-champions>)

## EXTERNAL FRAMEWORK

### Statewide Coordination:

In coordination with the internal Integration team, the IDSM Statewide IOU team was established to maintain coordination across the IOUs internal teams.

SDG&E has participated in the IDSM Statewide Task Force efforts that included team members from Energy Division, and the IOUs. Members of the Task Force included:

- Integration consultants
- IOU regulatory staff
- IOU program staff from individual EE programs, DR, CSI
- IOU Marketing staff
- IOU EM&V staff
- Energy Division EE, DR and CSI leads
- Additional Energy Division staff as appropriate

The Task Force met in person quarterly, and as needed, for deep dive discussions on some of the key area of interest from the Joint IOU Quarterly Summary and Compliance Tracking Report. The Task Force, including subcommittees, held regular planning and coordination conference calls to discuss progress on integrated activities.

Since Q1 2010, the IOUs have informed the Task Force of compliance with each of the directives and on integration accomplishments via quarterly reports accessible through EEGA. The report has been modified and updated on a regular basis based on feedback from the Energy Division and to improve the report's functionality.

## STRATEGIC PLAN GOALS/OBJECTIVES ADDRESSED

*Integrated Marketing (Strategy 1-1): Carry out integrated marketing of IDSM opportunities across all customer classes:*

As described in the marketing section above, SDG&E is conducting Residential and Non-residential outreach events, developing and delivering collateral, creating tools, website updates and campaigns to cross market programs. Quarterly updates of these activities have been included in the IDSM Quarterly Report. Research on customer approach was also conducted on the effectiveness and appropriate order, timing and combination of bundling of programs to customers. In addition, SDG&E has held statewide coordination and communication meetings to discuss integrated efforts and best practices and identify opportunities to coordinate and collaborate.

*Integrated Pilots (Strategy 1-2): Conduct IDSM delivery pilots in the residential, commercial, industrial, and agricultural sector:*

### **Sustainable Communities Program (SCP):**

The 2010-2012 Sustainable Communities Program has been very successful in providing the framework for the design and building of communities that support the environment through energy- and resource-efficiency. SCP helps to enhance quality of life by protecting and preserving natural resources and improving economic development. Incentives and other assistance are available to developers, building owners, and design teams that construct highly energy-efficient buildings with sustainable design, and long-term energy-efficiency.

### **Residential and Non-residential Micro-Grid Comprehensive Energy Efficiency Delivery Pilot:**

Recommends and delivers specific single-family, multi-family and commercial/industrial energy efficiency (EE) and DR improvement packages that will drive participants to Zero Net Energy. Auditors were instrumental in the whole-house/building EE and DR upgrade process. The program assisted residential and commercial/industrial customers through progressive stages of energy efficiency planning and implementation.

*Integrated Programs (Strategy 1-3): Develop IDSM programs across resources, including energy, water, and transportation:*

Much of this effort continues to evolve, but SDG&E will continue its efforts to integrate across other resources. In particular, to develop programs targeting the Water/Energy Nexus, SDG&E has initiated Emerging Technologies projects to lay the foundation for aligning energy and peak load savings with water conservation.

*Integrated Products/ Technologies (Strategy 1-4): Promote development and support of new technologies that enable or facilitate IDSM coordination and integration:*

- A key component in the SDG&E Residential program strategy to offer online, mail in and phone in audits is the Home Energy Survey. It offers the user the opportunity to receive an integrated comprehensive audit offering across energy efficiency, demand response and solar opportunities. In addition HEA also provides customers information relating to carbon dioxide emission reduction benefits when they take energy efficiency action.
- Business Energy Survey's audit offering is an integrated and comprehensive per the description. It is a key component in the Small Medium Business Customer program strategy to offer integrated comprehensive audits. It offers the user the opportunity to receive an integrated comprehensive audit offering across energy efficiency, demand response and solar opportunities. In addition BEA also provides customers information relating to greenhouse gas emission reduction benefits when they take energy efficiency action.
- Solar Calculator is an online tool, which will be integrated with the Residential Energy Survey and Small Medium Business survey in the future. It offers the user an opportunity to learn about the financials related to purchasing and installing solar panels in their home. It provides estimated information on system size, System cost, state and CSI incentives as well as annual savings and reduction in Carbon dioxide emission that can be expected from the solar System.

- The On-Line Buyers Guide tool will be integrated with the on-line survey tool in 2013, however, it is currently available to all customers who visit the SDG&E website. The purpose of the tool is to provide customers a central resource where they can learn more about energy efficient products, facilitate the purchase of EE products and measures by providing a link to Energy Star® website, information on SDG&E programs & services, available rebates.

*Best Practices and Lessons Learned (ST Objective 1): By the end of 2012, Utilities establish lessons learned and best practices to support the above via their integrated pilot program offerings in every customer segment (commercial, residential, industrial, agriculture) to ramp up integrated program and incentive offerings):*

SDG&E has identified in this report the lessons learned and best practices across all areas and customer segments and will continue to identify ways to improve integration strategies.

*Cost Effectiveness Methodology and White Paper (ST Objective 2): By the end of 2011, complete a white paper that evaluates the feasibility of developing a cost-effectiveness methodology for integrated projects that contain EE, DR, and DG elements and includes proposed cost-effectiveness methodologies that attempt to overcome identified barriers or challenges):*

In 2010, under contract to the IOUs, Black and Veatch completed a whitepaper on integrated cost effectiveness; with the observations and recommendations were presented at a public workshop the first quarter of 2011. Additionally, the paper and public comments were submitted to the Energy Division on May 18, 2011. The progress of this activity has been on hold pending guidance from the Energy Division.

In Q2 the Energy Division has initiated a series of public workshops that addressed issues and consensus resolutions for a number of factors related to cost effectiveness for energy efficiency and demand response. These workshops, while fundamental to those proceedings, will also set the road map for the future discussions regarding IDSM costs and benefits determinations.

*EM&V White Paper (ST Objective 3): By the end of 2012, complete a white paper with metrics & reporting mechanisms for tracking success of integrated efforts consistent w/ EM&V:*

The IDSM Task Force, including Energy Division decided to postpone this effort pending additional work on integrated cost effectiveness and review of the IDSM Omnibus Report recommendations.

*Integrated Funding (ST Objective 4): By the end of 2012 make recommendations for integrated program funding and recommended changes to inhibiting policies:*

These recommendations were made in the IDSM Omnibus Report.

*Integrated Awareness / Training (ST Objective 5): By end of 2012, 100% of relevant (“relevant” defined as those staff directly involved in audit implementation, customer consulting, and program implementation at the management level). IOU program staff are aware of how integration relates to and impacts their programs including integration of demand side resources in the form of program offerings, implementation, and funding / incentive processing, marketing, education, and outreach:*

As mentioned in the Internal Training section above and acknowledged in the Omnibus Final Report, the SDG&E IDSM kickoff and workshops have served as a source for information about what is new, available or coming soon to support IDSM activities and to share best practices and efforts. SDG&E has made an effort to make sure all customer facing staff is aware of Integration and IDSM efforts and tools.

*IDSM Emerging Technologies (ST Objective 6): By the end of 2011, Integrated emerging technologies will be identified that have been or are being developed in this budget cycle; that rely on co-funding from EE, DR and DG; or that incorporate DG but are not funded by DG. Use this information to identify and provide recommendations to overcome barriers (including policy barriers, internal IOU barriers and barriers with 3<sup>rd</sup> parties) to include integrated technologies in appropriate DSM programs, projects or pilots:*

SDG&E has been coordinating between the IDSM Task Force and the ETCC by having members of the IDSM Task Force participate in ETCC meetings on a regular basis and track the integrated technologies presented at these meetings. Deliverables have included identifying integrated technologies and opportunities. Integrated systems identified through Emerging Technologies (ET) efforts present a great opportunity to package offerings to customers with combined EE and DR (and DG), or other program offerings where practical) incentives and capabilities. Coordination activities have been reported in the IDSM Quarterly Report.

Similar to the standard ET process, integrated technologies have been identified through the Statewide TRIO symposiums and public Emerging Technology Coordinating Council (ETCC) meetings. The SDG&E Emerging Technologies teams has participated in regular planning meetings with Energy Division staff to discuss ET programs, including collaboration and coordination for integrated demand side management product roll out.

SDG&E has tracked ET that have some potential to combine EE, DR and / or renewable self-generation capabilities, or other integrated relationships to potentially pilot integrated product offerings (not just through marketing) to customers. The identified projects have being reported in the 2010-2012 IDSM Quarterly Reports and Excel Tracking sheets. The SDG&E Emerging technologies progress and next steps have also been identified in the tracking sheets.

SDG&E has not moved any IDSM technologies into customer programs. All technologies that have been transferred so far have been purely energy efficiency with no inherent DR/renewables integration. There are a few measures that SDG&E is currently testing that may qualify for IDSM, but they have not yet been transferred.

*IDSMS Audits and Tools (ST Objective 7): By the end of 2012 integrated audit tools will be offered through all utility funded programs that provide audits (including EE, DR, DG recommendations:*

Tools and technologies have been a key part in delivering integrated solutions to customers. Online as well as onsite audit approaches and tools have been developed, refined, and continuously improved. The online audit tools achieved the CPUC directive for development but also strive to meet customer and account representative needs and functionality.

### *Integrated Audits and Customer Awareness*

- ST Objective 8: By the end of 2012, increase the percentage of integrated audits provided to each customer class and/or NAICS code.
- ST Objective 9: By the end of 2012, [X% of] commercial, industrial, residential, and agriculture program participants are aware of IDSM opportunities and practices.
- ST Objective 10: By end of 2012 integrated audit participants in all customer classes that implement recommended measures (either utilizing incentives or not – identify if possible) in at least 2 out of the 3 IDSM resource categories (EE, DG, DR), or other recommended technical, process and practice improvements (track which categories being implemented) that result in more integrated demand side resource utilization are tracked and data available
- ST Objective 11: By 2012, increase the number and percent of NRA participants by sector (Commercial, Industrial, Agricultural) that also participate in another IOU sponsored EE, DR, or DG program.

These Short term objectives are addressed in more detail in other PPMs.

## **BEST PRACTICES AND LESSONS LEARNED**

Over the portfolio period, SDG&E has asked for and received feedback on best practices and lessons learned at various levels and functions in the organization, feedback from customers, as well as input from the SW Team.

### **Integrated Projects:**

The following best practices for approaching customers in an integrated fashion are listed below:

1. Create a solutions based integrated energy plan with the customer that incorporates their needs and leverages existing program efforts.
2. Use an audit to identify integrated opportunities for the customer to implement.
3. Use a checklist of various programs and channels to create customer solution.
4. Leverage Marketing collateral that focuses on delivering programs to customers segments as opposed to program focused material.
5. Create team approach that includes the appropriate subject matter experts along with customer decision makers and corporate representatives as appropriate.
6. Include appropriate Third Party providers early in the energy management process to plan projects to complement IOU offered programs.

7. Know the customer, program participation history and their industry to offer the right solutions.
8. Meet the customer in person so other measures can be identified and recommended from visual inspection.
9. Maintain a customer centric approach when tailoring program messaging to the customer
10. Leverage 3P service providers and their expertise where appropriate
11. Include account representatives in audits conducted by field engineers or others to learn what measures are identified and why.
12. Provide information to the customer so they can make an informed decision and plan based on their budget.

### Internal Teams:

SDG&E has found that communication works well with internal teams and sees this as a best practice when compared to the other IOUs and Energy Division. Best practices related to internal teams include the following:

- Have all program staff present as well as marketing and sales operations staff for best information sharing
- Internal meetings as needed in addition to SW segment meetings and SW IOU meetings to communicate efforts and share tracking efforts through the organization.

### Marketing:

The IOUs have been coordinating on a statewide basis to share best practices, including efforts to pursue web, collateral and fact sheet approaches to promoting integration.

- Developed customer/ industry segmentation for specific messaging and program advertising.
- Right product at the right time for the right customer is essential approach for messaging.
- Present multiple program offerings at outreach events.
- Utilize industry/ residential specific web pages with multiple program messages.
- Utilize social networking opportunities for program updates and customer alerts.
- Explore using best practices from other industries
- Selling bundled/ integrated
- Leverage successes from one IOU at others

### Workforce Education and Training:

The IOUs are coordinating on a statewide basis to share best practices, effective IDSM classes and consistent interpretations of the IDSM definitions for integrated WE&T classes. These efforts will continue in order to refine classes and create Statewide offerings where practical.

### Audits:

SDG&E will continue its efforts to participate in SW efforts related to online and onsite audit collaboration by bringing together representatives of the IOUs in order to discuss tools, approaches and best practices.



# IMPROVEMENT PLANS

Based on efforts and discussions to date, SDG&E is exploring future improvements in promoting IDSM that may include the following:

- Adopt best practices determined across offerings and SW teams.
- Redesign and RFP launch of TA/IDSM Audit effort.
- Continue to communicate across business units.
- Work with the IDSM Task Force through established subcommittees to increase IDSM efforts across SW programs.
- Improve training based on feedback and changes in regulations and organizational structure.
- Redesign of WE&T IDSM class curriculum and presentation offerings that blend IDSM messaging wherever appropriate.
- Identify appropriate outside stakeholders to participate in Task Force and Internal IDSM meetings.
- Continue SW work across marketing, audits, ET and other SW teams to share best practices and implement improvements.
- Investigating potential database tracking systems for integrated projects.

## SOURCES

2010-2012 CPUC Omnibus IDSM Process Evaluation

2013-2014 Energy Efficiency Portfolio PIP Statewide Program IDSM

2010-2012 Joint IOU IDSM Quarterly Report and Supplemental Tracking Reports

EEGA SDG&E 1685 Data Request Dated November 2, 2011

### IDSM-5:

For progress towards IDSM metric 5, please see the PPM Reporting Table & Tables.xlsx. The NRA audit information only contains information captured from TA Audits. Other audit efforts were not integrated, so therefore did not qualify as counting towards integrated audit participation.

SDG&E's TA Program is moving forward with a revamped Integrated Demand Side Management (IDSM) solutions focus in the form of an audit to the applicable client base. The RFP was released on March 15 2013. The Technical Assistance (TA) audits will now focus on any/all IDSM solutions that make the best sense for an individual facility. An IDSM audit report, based on ASHRAE Level II standards, will help to resolve the existing market barriers and help with the education of implementing the various IDSM opportunities. This approach is aimed at bringing engineering, utility incentives/rebate programs and economics together within one report. The process is designed to arm the industry with enough information to make an educated decision on implementing energy efficiency, dispatchable load reduction (automated demand response), and various types of distributed generation.

### IDSM-6:

IOU IDSM programs were not expected to result in measureable changes in awareness of external participants in IDSM projects during the formative 2010-2012 program cycle when the

IOUs focused on internal awareness efforts through training and other means. To measure changes in participant awareness during the 2013-2014 program cycle, the IOUs recommend incorporating a customer awareness survey into the IDSM Research Roadmap for the 2013-2014 program cycle. This survey effort will be designed and managed by either the IOUs or Energy Division in order to measure and track participant awareness impacts.

**Description of changes in metrics used and reasons for the change**

N/A

**Program related or economic changes that impact metric results**

**MARKETING, EDUCATION AND OUTREACH (ME&O) –**

The purpose of Marketing, Education and Outreach (ME&O) is to increase utility consumer awareness and participation in cost-effective energy-saving activities offered by the utilities, as well as to promote behavior changes that result in energy management efforts that save energy and reduce greenhouse gas (GHG) emissions, in coordination with demand response and renewable self-generation options. To be successful, ME&O must move consumers through a transitional process from awareness and knowledge of energy efficiency to action.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
MEO-1		Awareness and knowledge of key elements of the Engage360 brand among customer groups specifically targeted by grassroots and social networking phase of the program.	2a
MEO-2		Awareness and knowledge of energy efficient actions promoted by the ME&O program among customer groups specifically targeted by grassroots and social networking phase of the program.	2b
MEO-3		The number and type of energy efficient actions self-reported by customer groups specifically targeted by grassroots and social networking phase of the program.	2b

**Progress towards meeting program metric goals**

**MEO-1**

The launch of the Engage 360 brand was strategically designed for implementation in two distinct campaign phases: grassroots and mass media. However, the program was put on hold in September 2011 before it was completely launched. Commissioner Ferron's October 13, 2011 Assigned Commissioner's Ruling suspended the program through the end of 2011, pending further guidance. Therefore, the program did not have an opportunity to impact awareness and knowledge of key elements of the brand in 2011.

The program did not have an opportunity to impact awareness and knowledge for this PPM in 2012 since the program was put on hold October 13, 2011. On May 10, 2012, the Commission

issued a guidance decision directing the utilities to discontinue the use of the Engage 360 brand and develop a strategy and budget for transitioning toward the use of Energy Upgrade California as a statewide umbrella brand for energy information and encouraging demand-side management actions by residential and small business consumers. Each utility was asked to file an individual application (A.12-08-007) no later than August 3, 2012 which will determine the objectives and program performance metrics of the program going forward. This proceeding is currently pending a decision which is expected in May or June 2013 and all work towards meeting the program performance metrics remains on hold until the decision is issued.

#### MEO-2

The program did not have an opportunity to impact awareness and knowledge for this PPM in 2012 since the program was put on hold October 13, 2011. On May 10, 2012, the Commission issued a guidance decision directing the utilities to discontinue the use of the Engage 360 brand and develop a strategy and budget for transitioning toward the use of Energy Upgrade California as a statewide umbrella brand for energy information and encouraging demand-side management actions by residential and small business consumers. Each utility was asked to file an individual application (A.12-08-007) no later than August 3, 2012 which will determine the objectives and program performance metrics of the program going forward. This proceeding is currently pending a decision which is expected in May or June 2013 and all work towards meeting the program performance metrics remains on hold until the decision is issued.

#### MEO-3

The program did not have an opportunity to collect self-reported energy efficient actions for this PPM in 2012 since the program was put on hold October 13, 2011. On May 10, 2012, the Commission issued a guidance decision directing the utilities to discontinue the use of the Engage 360 brand and develop a strategy and budget for transitioning toward the use of Energy Upgrade California as a statewide umbrella brand for energy information and encouraging demand-side management actions by residential and small business consumers. Each utility was asked to file an individual application (A.12-08-007) no later than August 3, 2012 which will determine the objectives and program performance metrics of the program going forward. This proceeding is currently pending a decision which is expected in May/June and all work towards meeting the program performance metrics remains on hold until the decision is issued.

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

N/A

### **WORKFORCE EDUCATION, AND TRAINING (WE&T) – 3158 & 3159**

The Statewide IOU Workforce Education and Training (WE&T) Program represents a portfolio of education, training and workforce development planning and implementation funded by or coordinated with the IOUs. The program's three Sub-Programs are Connections, Centergies, and Strategic Planning. WE&T Connections was the only subprogram to have 2a metrics this reporting cycle and are thus discussed below.

### **1.39 WORKFORCE EDUCATION AND TRAINING – Centergies 3158**

The WE&T Centergies subprogram was executed primarily through the San Diego Energy Resource Center (SDERC) in 2011, and the Energy Innovation Center (EIC) in 2012. Centergies activities focused on the offer of targeted workforce training curricula (ie, lighting, HVAC, motors, boilers/chillers, food service, sustainable building, codes & standards, etc), technical consultations, outreach events, and building-performance tool loans through the tool lending library. Strategic partnerships with internal and external stakeholders were developed and strengthened to extend program resources and reach as well as achieve mutually beneficial results.

#### **Progress towards meeting program metric goals**

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
WET-1	3158	Percent increase in educational collaboration with partners from 2011 baseline. (Tracked and reported by educational level, and by number of partners operating in Title-1 communities.)  * Educational “collaboration” is defined as seminars, outreach events and consultations as needed. These collaborations include exchanges of monetary or in-kind support and services (i.e., sharing meeting facilities, marketing/promotional services, etc.).	2b
WET-2	3158	Percent increase in educational collaboration with organizations serving disadvantaged communities  * Educational “collaboration” is defined as seminars, outreach events and consultations as needed. These collaborations include exchanges of monetary or in-kind support and services (i.e., sharing meeting facilities, marketing/promotional services, etc.).	2b
WET-3	3158	Number of IDSM educational classes with substantial IDSM (EE, DR, and DG) content.  * “Substantial” is defined as approximately 50% or more of class content must address IDSM subject matter	2b

WET-1: The Centergies subprogram was tasked with providing education and training opportunities to people in the current IDSM workforce looking for additional career development or advancement, and to people who are about to enter the IDSM workforce. Therefore, with respect to PPM WET-1, “educational levels” for Centergies include the following: community colleges, 4-year academic institutions, industry-recognized certifications, trades and industry association-based education, and professional continuing education. In these categories, SDG&E partnered with a total of 13 educational organizations, representing 75 collaboration incidences in 2011. In 2012, SDG&E increased its educational partners to 42, representing 192 collaboration incidences. (see Table WET-1\_SDGE.xlsx).

Examples of educational partnerships include the co-administration of the California Advanced Lighting Controls Training Program with Cuyamaca College. In addition, SDG&E partnered with UC San Diego Extension to offer a sustainable course series that leads to a business certificate. Also, SDG&E continued its partnership with IHACI to offer the NATE series and additional HVAC training as well as NEEC to offer BOC Levels I and II. SDG&E partnered with US Green Building Council – San Diego Chapter to offer the LEED Green Associates certification training as well as a variety of courses targeted to the LEED professional. SDG&E was able to offer continuing education units for many of its courses through California State University San Marcos, American Institute of Architects, and Green Building Certification Institute. The increase in partnership is attributed to the direction in the October 2011 Advice Letter (ADVICE 2260-E-B/2041-G-B), which emphasized collaboration with education partners, trades, and industry associations.

WET-2: The Centergies subprogram tracked collaborations with organizations representing and serving military veterans, low-income communities, at-risk youths/adults, and minority (under-represented) populations. In 2011, SDG&E had 0 collaboration incidences with partners serving these audiences. In 2012, SDG&E increased its partners to 9 and collaborative incidences to 16 (see Table WET-2\_SDGE.xlsx).

This increase is also attributed to the direction included in the October 2011 Advice Letter (ADVICE 2260-E-B/2041-G-B). In addition to increasing general efforts to include the hard-to-reach workforce, SDG&E also carried out a “Call for Projects” directed to high schools, community colleges, universities, Community Based Organizations, industry associations, union apprenticeship programs, and even for-profit companies with workforce training expertise. Called “A Green Future”, the effort was a way to meet Advice Letter goals, strengthen partnerships with other training institutions and CBOs, cast a wide net to see what other WE&T programs are implemented in San Diego, learn which ones closely align with our mission, get new program ideas/learn their best practices, and reduce duplication in effort. Through A Green Future, SDG&E collaborated with these partners on 26 education and workforce development programs in the San Diego region.

WET-3: In 2011, the IOUs and Energy Division agreed that the existing definition of IDSM needed to be revised. In 2011, the IOUs and Energy division agreed that a workforce training course could be considered as an IDSM course if it met one or both of the criteria below. The numbers reported in the PPM tables reflect this new definition of IDSM.

**1. Integration through a balance of building systems content**

Course content includes material on at least two building systems (i.e. mechanical, building envelope, lighting, solar, water, etc.) their relevance to one another, and how an integrated systems approach optimizes overall demand management with impacts that address energy efficiency, demand response, and smaller renewable energy systems.

**2. Integration through technology content**

Technologies discussed can be used to fulfill at least two of the three subjects of Integrated Demand Side Management (EE, DR, DG). IDSM technology examples would include dimming ballasts, Energy Management Systems, controls, or any technology with a work paper that includes both kW and kWh savings. Energy efficiency technologies result in permanent load reduction. Demand response technologies have the ability to

respond to a demand response event for temporary load reduction. Distributed generation technologies deliver power to an individual building or set of buildings.

SDG&E offered 132 courses in 2011. Based on the revised definition, 44 were IDSM, representing 33% of the total courses offered. In 2012, SDG&E increased its IDSM courses to 78 of 210 courses offered, representing 37% of the total 2012 courses. Even with a significant increase in total courses offered, SDG&E was still able to increase the proportion of IDSM classes in 2012.

#### **Description of changes in metrics used and reasons for the change**

Please see above for the changes in metrics used for WET-3.

#### **Program related or economic changes that impact metric results**

N/A

### ***1.40 WORKFORCE EDUCATION AND TRAINING – CONNECTIONS – 3159***

The WE&T Connections Subprogram focuses on energy efficiency curriculum and related activities that inspire interest in energy careers, new and emerging technology, as well as skills to advance the energy initiatives and goals within the K-12 educational sector and provide information to increase awareness of introductory-level community-based training efforts.

<b>PPM ID</b>	<b>Program ID</b>	<b>Program Performance Metric (PPM)</b>	<b>Metric Type</b>
WET-4	3159	Percent increase in educational collaboration with partners. (Tracked and reported by educational level, and by number of partners operating in Title-1 communities.)  * Educational “collaboration” is defined as seminars, outreach events and consultations as needed. These collaborations include exchanges of monetary or in-kind support and services (i.e., sharing meeting facilities, marketing/promotional services, etc.).	2b
WET-5	3159	Percent of K-12 WET Connection program participants that are from Title-1 schools	2a
WET-6	3159	Complete baseline study to determine the current number of partnerships. (Y/N)	2a
WET-7	3159	Number of high school continuing education outreach partnerships in WE&T Connection	2a <i>starting in 2011</i>

#### **Program progress towards meeting goals**

#### WET-4

The Connections program continues to increase the number of educational collaborations and the number of partners it works with. The relationships of the partners continue to strengthen, further strengthening the collaborations when they occur. We have found that the better the partnerships relation is, the more impactful the collaborations become.

Title-1 is defined as schools where 40% of the students qualify for free or reduced price lunches. This definition applies to the K-12 educational level and does not apply to University or CC educational levels.

Examples of partners include City of Chula Vista, County of SD Parks and Rec, Boys and Girls Club, and Cal/EPA.

#### WET-5

With the SDG&E WE&T Connections K-12 program, **68.2% of schools** reached were Title 1. Of the 22 schools that the WE&T Connections K-12 program reached, 15 of those schools were Title 1. Over 1,250 students were reached, with 875 students attending a Title 1 school, which represents **70% of students** which the SDG&E WE&T Connections K-12 program reached.

#### WET-6

Completed in 2010.

#### WET-7 2

#### **Description of changes in metrics used and reasons for the change**

N/A

#### **Program related or economic changes that impact metric results**

As with all programs, the economic recession continues to impact education and school budgets, which impacts the WE&T Connections programs through a number of various ways, including but not limited to, reduction in teacher levels, teachers switching schools, and school budgets that allow for increase in flexibility to programs.

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b												Comments
						PG&E 2012			SCE 2012			SDG&E 2012			SCG 2012			
						C	I	A	C	I	A	C	I	A	C	I	A	
CIA-1	CIA combined	CIA	Number and percent (relative to all eligible customers) of commercial, industrial and agricultural customers participating in sub-programs (NRA, Deemed, Calculated, and CEI) by NAICS code, by size (+/- 200 kW per yr or +/- 50K therms per yr), and by Hard to Reach (HTR) <sup>1</sup>	2a		SEE TABLE "CIA-1_PGE"			SEE TABLE "CIA-1_SCE"			SEE TABLE "CIA-1_SDGE"			SEE TABLE "CIA-1_SCG"			
			%customers participating in subprograms			4.13%	2.74%	0.98%	1.3%	2.2%	0.7%	4.3%	0.7%	1.0%	0.7%	2.2%	4.4%	
			%customers in HTR participating in subprograms			3.58%	1.72%	0.77%	1.0%	1.8%	0.6%	4.1%	0.4%	0.7%	0.5%	1.7%	2.8%	
			%Customers in NRA			2.76%	2.00%	0.48%	0.2%	0.3%	0.0%	0.1%	0.1%	0.0%	0.4%	1.6%	2.8%	
			%Customers in Deemed			1.01%	0.63%	0.27%	0.8%	1.6%	0.2%	3.6%	0.5%	0.9%	0.3%	0.3%	0.9%	
			%Customers in Calculated			0.06%	0.11%	0.22%	0.2%	0.3%	0.5%	0.6%	0.1%	0.1%	0.1%	0.3%	0.7%	
			%Customers in CEI			0.00%	0.00%	0.01%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
CIA-2	CIA combined	CEI	Number and percent of commercial, industrial, and agricultural CEI participants that meet short-term (2010-2012) milestones as identified by their long term energy plans.	2a	Total CEI Participants	2	5	13	5	12	0	3	2	0	5	12	0	CEI metrics are cumulative 2010-2012
					# Milestones Met	2	4	9	5	12	0	2	2	0	5	12	0	
					Percent	100.0%	80.0%	69.0%	100.0%	100.0%	0.0%	67.0%	100.0%	0.0%	100.0%	100.0%	0.0%	
CIA-3	CIA combined	CEI	Lessons learned, best practices, and plan to ramp up the CEI program are developed. (Y/N)	2b		Y			Y			Y			Y			
CIA-4	CIA combined	CEI	Number and percent of commercial, industrial and agricultural customers that created an energy plan via CEI will be tracked by program.	2a	Total CEI Participants	2	5	13	5	12	0	3	2	0	5	12	0	
					# Creating Energy Plans	2	5	11	4	12	0	0	2	0	4	12	0	
					Percent	100%	100%	85%	80%	100%	0%	0%	100%	0%	80%	100%	0%	
CIA-5	CIA combined	Non-Residential Audits	Number and percent of commercial, industrial, and agricultural customers receiving non-residential audits by NAICS and SIC code.	2b		SEE TABLE "CIA-5_PGE"			SEE "TABLE CIA-5_SCE"			SEE "TABLE CIA-5_SDGE"			SEE "TABLE CIA-5_SCG"			2b metric: results are cumulative 2010-2012
					Total Customers	658,329	64,311	102,792	530,702	47,383	33,687	142,289	17,516	2,359	199,985	25,987	16,188	
					# Receiving Audits	23,306	1,566	703	1,688	379	31	742	110	12	1486	906	103	
					Percent	3.5%	2.4%	0.7%	0.3%	0.8%	0.1%	0.5%	0.6%	0.5%	0.7%	3.5%	6.4%	
CIA-6	CIA combined	Non-Residential Audits	For commercial, industrial, and agricultural customers who received audits, the number and percent of adopted audit-recommended technologies, processes and practices, (Report disaggregated data by type of audit - Basic, Integrated, and Retro-commissioning audit). <sup>2</sup>	2b		SEE TABLE "CIA-6_PGE"			SEE "TABLE CIA-6_SCE"			SEE "TABLE CIA-6_SDGE"			SEE "TABLE CIA-6_SCG"			2b metric: results are cumulative 2010-2012
CIA-7	CIA combined	Deemed Incentives	Number and percent of new, improved, or ETP measures <sup>3</sup> installed in the commercial, industrial and agricultural programs.	2a	Total Deemed Measure	7630	884	471	10,006	2,626	143	4,138	312	27	530	88	15	
					# New, Improved, ETP Occurrences	79	30	29	1,140	5	1	1429	91	5	56	2	0	
					Percent	1.0%	3.4%	6.1%	11.4%	0.2%	0.7%	34.5%	29.2%	18.5%	10.6%	2.3%	0.0%	
CIA-8	CIA combined	Calculated Incentives	Number and percent of new, improved, or ETP measures installed in completed calculated projects.	2a	Total Calculated Measure Occurrences	1117	175	665	1,674	191	189	263	27	2	147	85	12	
					# New, Improved, ETP Occurrences	74	10	8	10	4	0	8	0	0	63	4	0	
					Percent	6.6%	5.7%	1.2%	0.6%	2.1%	0.0%	3.0%	0.0%	0.0%	42.9%	4.7%	0.0%	
CIA-9	CIA combined	Calculated Incentives	Number, percent, and ex-ante savings from commercial, industrial and agricultural sector of projects with ETP measures <sup>4</sup> included. (Report disaggregated savings by measure and number of installations by measure.)	2b		SEE TABLE "CIA-9_PGE"			SEE "TABLE CIA-9_SCE"			SEE "TABLE CIA-9_SDGE"			SEE "TABLE CIA-9_SCG"			2b metric: results are cumulative 2010-2012
					Total Completed Projects	2,325	381	1,999	3,377	616	621	1,756	81	2	266	227	35	
					# Projects with ETP measures	171	60	252	29	5	0	18	0	0	62	4	0	
					Percent	7%	16%	13%	0.3%	0.3%	0.0%	1.0%	0.0%	0.0%	23.3%	1.8%	0.0%	



PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP. Metric	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b				Comments
						PG&E 2012	SCE 2012	SDG&E 2012	SCG 2012	
Comm-1	Commercial	Deemed Incentives	Number and percent of participating commercial customers receiving the "Integrated Bonus." <sup>5</sup>	2b	Total Deemed Participants # Receiving Intrgr Bonus Percent	Measure not launched	0	Measure not launched	Measure not launched	2b metric: results are cumulative 2010-2012
Comm-2	Commercial	Direct Install	Number and percent of Direct Install participants that participate in other resource programs or OBF.	2a	Total DI Participants # Participating in Other EE/OBF Percent	4187 461 11.0%	10,987 483 4.4%	3397 44 1.3%	N/A	
Comm-3	Commercial	Direct Install	Number and percent of participants that are hard to reach (HTR). <sup>1</sup>	2a	# DI Participants Hard to Reach Percent	1243 29.7%	3,851 35.1%	395 11.6%	N/A	
Ind-1.1	Industrial	Industrial	Number of first time <sup>6</sup> participants in energy efficiency programs. (Report disaggregate data by sub-program)	2a	Total First Time Participants Calculated Deemed Non Res Audits CEI	1667 39 359 1270 0	633 56 563 6 8	85 8 63 14 0	578 34 52 327 0	
Ind-1.2	Industrial	Industrial	Percent of first time <sup>6</sup> participants in energy efficiency programs. (Report disaggregate data by sub-program)	2a	% First Time Participants Calculated Deemed Non Res Audits CEI	94.4% 52.7% 88.4% 98.8% 0.0%	69.6% 43.1% 74.1% 66.7% 72.7%	65.4% 38.1% 72.4% 63.6% 0.0%	71.5% 44.7% 63.4% 77.9% 0.0%	
Ag-1.1	Agricultural	Agricultural	Number of first time <sup>6</sup> participants in energy efficiency programs. (Report disaggregate data by sub-program)	2b	Total First Time Participants Calculated Deemed Non Res Audits CEI	2130 577 864 676 13	348 234 114 0 0	38 1 34 3 0	110 23 19 68 0	2b metric: results are cumulative 2010-2012
Ag-1.2	Agricultural	Agricultural	Percent of first time <sup>6</sup> participants in energy efficiency programs. (Report disaggregate data by sub-program)	2b	% First Time Participants Calculated Deemed Non Res Audits CEI	93% 91% 91% 98% 100%	48.3% 42.7% 66.3% 0.0% 0.0%	53.52% 50.00% 53.21% 75.00% 0.00%	61% 70% 38% 70% 0%	2b metric: results are cumulative 2010-2012
Ag-2	Agricultural	Pump Efficiency Services	Percent of agricultural pump tests that lead to a repair or replacement.	2b	Total Pump Tests # Leading to Repair/Replacement Percent	9225 363 3.90%	1,676 395 23.6%	1 0 0%	563 21 3.7%	2b metric: results are cumulative 2010-2012

## San Diego Gas & Electric Company IDSMS Status Report for 2010-2012

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.  Metric	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b												Comments	
						PG&E 2012			SCE 2012			SDG&E 2012			SCG 2012				
RES-1	Residential	Residential	By targeted populations (homeowners, renters, property owners/managers), percent increase in the level of: (a)EE awareness, (b)EE knowledge,(c) EE attitude("AKA")	2b		SEE TABLE "RES-1_PGE"			SEE TABLE "RES-1_SCE"			SEE TABLE "RES-1_SDGE"			SEE TABLE "RES-1_SCG"			2b metric: results are cumulative 2010-2012	
RES-2.1	Residential	HEES	Percentage of HEES participants that enroll in (a) whole house	2b	Total HEES Participants	74,853			284,458			19,323			353,829			2b metric: results are cumulative 2010-2012	
					# Enrolled in Whole House	52			342			35			16				
					Percent	0.07%			0.12%			0.18%			0.0%				
RES-2.2	Residential	HEES	Percentage of HEES participants that enroll in (b) other resource programs	2b	Total HEES Participants	74,853			284,458			19,323			353,829			2b metric: results are cumulative 2010-2012	
					# Enrolled in Other Resource	5,442			51,120			4,100			1,159				
					Percent	7.3%			17.0%			21.2%			0.3%				
RES-3	Residential	Home EE Rebate	Percentage of program rebates made through the point-of-sale mode relative to all rebates	2a		Total # Rebates	# POS	%	Total # Rebates	# POS	%	Total # Rebates	# POS	%	Total # Rebates	# POS	%	PG&E offered dishwashers in Q1 and refrigerators from Q2-Q4. PG&E collects customer data on 100% of POS rebates; other IOUs are collecting a sample.	
						114,012	6,820	6.0%	126,461	70,987	56.1%	17,784	1,190	6.7%	202,051	166,635	82.0%		
RES-4	Residential	Home EE Rebate	Percentage of participating stores located in hard-to-reach (HTR) <sup>1</sup> zip-codes relative to all program participating stores. <sup>18</sup>	2a		Total# Stores	# HTR	%	Total# Stores	# HTR	%	Total# Stores	# HTR	%	Total# Stores	# HTR	%		
						83	30	36.1%	195	82	42.1%	105	32	30.5%	277	82	29.0%		
RES-5	Residential	MF EE Rebate	Percentage of non-lighting measure savings as compared to the total EE measures adopted in the MFEER program. (KWh for single-commodity IOU and BTU for mixed-commodity IOU.)	2a		70.2%			0.4%			44.9%			N/A			Metric reported in therms; SCE reflects savings for electric-only utility.	
RES-6	Residential	BCE	Number of participating retailers, and number of retail store locations by retailer, and other resellers receiving training.	2a		SEE TABLE "RES-6_PGE"			SEE TABLE "RES-6_SCE"			SEE TABLE "RES-6_SDGE"			N/A				
						# Participating Retailers/ Resellers	10			5			4						
						# of Store Locations	345			171			44						
RES-7	Residential	BCE	Number of participating retailers receiving detailing.	2a		10			5			4							
RES-8	Residential	BCE	The numbers and names of specific types of market actors (retailers, buying groups, manufacturers, and distributors) participating in the program and the approximate percent of all potential market actors that this represents (Reported as specified in reporting template include at the end of this Appendix.)	2b		SEE TABLE "RES-8_PGE"			SEE TABLE "RES-8_SCE"			SEE TABLE "RES-8_SDGE"			N/A			2b metric: results are cumulative 2010-2012	
RES-9	Residential	Advanced Lighting	Percent kW/kWh/Quantity of incented products under the Advanced Lighting program as compared to the Basic Lighting program, by product type.	2a		Q	%kWh	%kW	Q	%kWh	%kW	Q	%kWh	%kW	N/A				
					Advanced	39.0%	39.0%	39.0%	49.5%	56.4%	56.4%	26.7%	22.0%	22.6%					
					Reflector	18.0%	18.0%	18.0%	17.5%	20.6%	20.6%	13.4%	13.7%	15.8%					
					Dimmable	0.0%	0.0%	0.0%	0.2%	0.1%	0.1%	2.7%	2.6%	2.2%					
					Three-Way	0.0%	0.0%	0.0%	1.8%	2.1%	2.2%	0.0%	0.0%	0.0%					
					Covered	17.0%	12.0%	12.0%	27.9%	31.8%	31.7%	6.4%	4.4%	3.7%					
					Bare Spiral >30 Watts	0.0%	0.0%	0.0%	1.8%	1.7%	1.6%	0.6%	1.1%	1.1%					
					Ext Fixture	-	-	-	-	-	-	0.0%	0.1%	0.0%					
					Int Fixture	0.0%	0.0%	0.0%	-	-	-	0.2%	0.2%	0.1%					
					LED - Seasonal	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.4%	0.0%	0.0%					
					Plug-in CFL Lamp	0.0%	0.0%	0.0%	0.3%	0.1%	0.1%	0.0%	0.0%	0.0%					
					LED Recessed Retrofit Kits	2.0%	2.0%	2.0%	-	-	-	-	-	-					
					LED- Reflectors	2.0%	2.0%	2.0%	-	-	-	-	-	-					
					Halogen	-	-	-	0.3%	0.1%	0.1%	-	-	-					
					Basic (CFL bare spiral <30 W)	61.0%	61.0%	61.0%	50.5%	43.6%	43.6%	73.3%	78.0%	77.4%					

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.  Metric	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b										Comments	
						PG&E 2012			SCE 2012			SDG&E 2012			SCG 2012		
RES-10	Residential	Advanced Lighting	Percent of products incented under the Advanced Lighting Program by distribution channel <sup>10</sup> and by hard-to-reach (HTR) <sup>1</sup> zip-codes.	2a	Distribution Channel	%	%HTR		%	%HTR		%	%HTR		N/A		
					Discount	17.8%	31.3%		26.4%	52.3%		4.8%	52.3%				
					Drug	9.0%	29.3%		4.9%	47.8%		0.0%	0.0%				
					Grocery	19.2%	34.4%		23.9%	56.6%		12.2%	27.7%				
					Hardware	16.5%	46.8%		4.5%	25.2%		0.4%	0.0%				
					Home Improvement	14.7%	18.9%		6.3%	46.0%		29.3%	96.5%				
					Ltg & Electronics	0.1%	0.0%		0.2%	57.3%		0.0%	0.0%				
					Mass Merchandise	21.6%	25.6%		2.6%	29.9%		0.5%	0.0%				
					Membership Club	0.1%	19.2%		6.3%	45.4%		1.5%	58.8%				
					Large Supermarket	0.0%	0.0%		23.7%	53.0%		51.2%	0.0%				
Other	0.9%	18.4%		1.2%	42.4%		0.0%	0.0%									
Total Hard to Reach		31.1%		50.6%		51.0%											
RES-11	Residential	Basic CFL	During 2010-2012, implement marketing efforts and/or campaign to encourage prompt installation of CFLs as required in D.09-09-047. (Y/N)	2b		Y			Y			Y			N/A	2b metric: results are cumulative 2010-2012	
RES-12	Residential	Basic CFL	Percent of products incented under the Basic Lighting Program by distribution channel <sup>10</sup> and by hard-to-reach (HTR) <sup>1</sup> zip-codes.	2b	Distribution Channel	%	%HTR		%	%HTR		%	%HTR		N/A	2b metric: results are cumulative 2010-2012	
					Discount	27.6%	33.6%		22.1%	54.3%		10.8%	13.4%				
					Drug	4.2%	29.6%		17.6%	42.1%		3.9%	4.3%				
					Grocery	34.6%	45.4%		25.9%	55.4%		12.8%	23.3%				
					Hardware	3.7%	46.2%		3.4%	21.0%		2.2%	0.3%				
					Home Improvement	15.2%	23.2%		9.7%	46.1%		21.5%	55.3%				
					Ltg & Electronics	0.0%	0.0%		0.1%	0.0%		0.6%	0.1%				
					Mass Merchandise	11.0%	26.7%		3.3%	36.9%		3.8%	3.3%				
					Membership Club	3.7%	27.6%		6.8%	47.8%		44.3%	0.0%				
					Large Supermarket	n/a	n/a		10.2%	52.0%		0.0%	0.0%				
Other	n/a	n/a		1.0%	30.4%		0.0%	0.0%									
Total Hard to Reach		35.4%		49.0%		17.0%											
RES-13	Residential	Basic CFL	Percent kW/kWh/Quantity of incented products under the Basic CFL program as compared to the Advanced Lighting program	2b		SEE TABLE "RES-13_PGE"			SEE TABLE "RES-13_SCE"			SEE TABLE "RES-13_SDGE"			N/A	2b metric: results are cumulative 2010-2012	
							Q	%kWh	%kW	Q	%kWh	%kW	Q	%kWh			%kW
							207.0%	238.0%	236.0%	138.1%	143.8%	155.3%	103.0%	405.2%			431.6%
						SEE TABLE "RES-14_PGE"			SEE TABLE "RES-14_SCE"			See Narrative			N/A	2b metric: results are cumulative 2010-2012	
RES-15	Residential	Appliance Recycling	Number of program appliance units by year, appliance type, model # (as available), age (estimated), and size.	2a		SEE TABLE "RES-15_PGE"			SEE TABLE "RES-15_SCE"			SEE TABLE "RES-15_SDGE"			N/A		
RES-16.1	Residential	Whole House Retrofit	Number of homes treated in the program for 2010-2012. (Report by prescriptive program.)	2a		45			20			67			3	SCG Note: 16.1 and 16.2 are SCG Gas Only Projects; whereas the other metrics (18-19) include the terms SCG paid for in the joint SCE program	
RES-16.2	Residential	Whole House Retrofit	Number of homes treated in the program for 2010-2012. (Report by performance program.)	2a		2,721			622			177			158		
RES-17	Residential	Whole House Retrofit	Number of enrolled contracting firms participating in the program	2a		244			85			19			65		

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.  Metric	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b												Comments
						PG&E 2012			SCE 2012			SDG&E 2012			SCG 2012			
						Avoid kW	Avg kWh	Therm saving	Avoid kW	Avg kWh	Therm saving	Avoid kW	Avg kWh	Therm saving	Avoid kW	Avg kWh	Therm saving	
RES-18.1	Residential	Whole House Retrofit	Average Ex-ante savings per home as reported (average kWh, therms, kW) for <b>performance</b> program by climate zone	2a	Climate Zone													
					1													
					2	1.05	1,209	229										
					3	0.27	363	255										
					4	1.26	726	219										
					5	-0.02	370	39							0	0	792	
					6				0.2	232	37				0	0	9,980	
					7							0	1151	140				
					8				0.9	608	62				0	0	6,440	
					9				2.3	979	81				0	0	106,658	
					10				1.2	1,275	50	0	1159	143	0	0	3,322	
					11	3.28	2,988	128										
					12	2.32	1,577	206										
					13	4.18	3,942	158	2.1	1,845	98				0	0	7,433	
					14				2.6	2,048	89				0	0	1,392	
					16	0.00	0	0							0	0	1,390	
RES-18.2	Residential	Whole House Retrofit	Average Ex-ante savings per home as reported (average kWh, therms, kW) for <b>prescriptive</b> program by climate zone	2a	Climate Zone	Avoid kW	Avg kWh	Therm saving	Avoid kW	Avg kWh	Therm saving	Avoid kW	Avg kWh	Therm saving	Avoid kW	Avg kWh	Therm saving	SDG&E - Savings were not reported pending workpaper approval.
					1													
					2	0.00	0	0										
					3	0.00	0	8										
					4	0.03	6	2										
					5	0.00	0	0										
					6				0.3	85	50				0	87	56	
					7							See Comment						
					8				0.4	164	48				0	504	159	
					9				1.0	270	61				0	3,892	882	
					10				1.3	240	68	See Comment			0	3,332	938	
					11	0.0	0	0	0.0	0	0							
					12	0.1	36	16	0.2	86	27							
					13	0.3	294	11	0.0	0	0							
					14				2.8	620	93				0	644	88	
					16	0.0	0	0	0.0	0	0				0	199	126	
RES-19	Residential	Whole House Retrofit	Average and range of evaluated energy savings per home (prescriptive and performance programs)	2b		SEE TABLE "RES-19_PGE"			SEE TABLE "RES-19_SCE"			SEE TABLE "RES-19_SDGE"			SEE TABLE "RES-19_SCG"			2b metric: results are cumulative 2010-2012
RES-20.1	Residential	Whole House Retrofit	Number of homes not passing Quality Assurance/Quality Control review, by IOU	2a		117			45			0			1			
RES-20.2	Residential	Whole House Retrofit	Percentage of homes not passing Quality Assurance/Quality Control review, by IOU	2a		15.4%			7.0%			0			0.53%			

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b												Comments
						PG&E 2012			SCE 2012			SDG&E 2012			SCG 2012			
LMT-1	Lighting Market Transform.	LMT	Develop a lighting technology roadmap (i.e., what's new and available by when (MMYY), using available information from all IOU and external parties) by January 2011 and to be reported twice in 2011 and annually thereafter. (Y/N)	2a		Y			Y			Y			N/A			
LMT-2	Lighting Market Transform.	LMT	Develop a communication plan, by March 2011, to make the lighting technology roadmap, pipeline plans, and technology resource information from this program available on the statewide marketing, education and outreach (ME&O) web portal by July 2011, and update annually. (Y/N)	2b		Y			Y			Y			N/A	2b metric: results are cumulative 2010-2012		
LMT-3	Lighting Market Transform.	LMT	Number of recommended projects initiated and completed, with findings and recommendations (i.e., this is a tracking of lighting related projects for ET, Advanced Lighting and 3rd parties), by project type: (a) work papers, (b) white paper, (c) pilot project (d) strategy document.	2b		210 Lighting Activities Tracked Statewide										N/A	2b metric: results are cumulative 2010-2012	
LMT-4	Lighting Market Transform.	LMT	Number of EE lighting measures added, removed, or updated as a result of LMT activities and influence, and reported in annual LMT June Report	2a		23 Statewide										N/A		
NC-1	New Construction	CAHP	Number and percentage of committed CAHP participant homes (applied and accepted) with modeled, ex-ante savings exceeding 2008 T24 units (Single family (SF) and multi-family (MF)) by 15%-19%, by 20%-29%, 30%-39%, and 40%+.	2a	T24 Participants	#	Total	%	#	Total	%	#	Total	%	#	Total	%	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.  SCG: % above code data for committed CAHP participant homes is not available
					SF 15% - 19%	1565		19.8%	896		32.2%	64		82.1%	670		100%	
					SF 20%-29%	3155		40.0%	974		35.0%	5		6.4%	*		*	
					SF 30%-39%	2796		35.4%	912		32.8%	9		11.5%	*		*	
					SF 40%+	372	7888	4.7%	1	2,783	0.0%	0	78	0.0%	*	670	*	
					MF 15%-19%	2142		42.6%	183		34.8%	453		35.0%	107		100%	
					MF 20%-29%	2040		40.6%	228		43.3%	758		58.6%	*		*	
					MF 30%-39%	546		10.9%	101		19.2%	83		6.4%	*		*	
					MF 40%+	297	5025	5.9%	14	526	2.7%	0	1294	0.0%	*	107	*	
NC-2	New Construction	CAHP	Percentage of (current year SF CAHP program paid units)/ (SF building permits within service territories from the previous year)	2a		2012 Paid	# 2011 Permits	%	2012 Paid	# 2011 Permits	%	2012 Paid	# 2011 Permits	%	2012 Paid	# 2011 Permits	%	
						2,734	10,874	25.1%	290	1,142	25.4%	356	2,795	13%	4,788	11220	43%	
NC-3	New Construction	CAHP	Percentage of (current year MF CAHP program paid units)/ (MF building permits within service territories from the previous year)	2a		2,797	9,437	29.6%	272	397	68.5%	486	2,433	20%	382	14,273	3%	
NC-4	New Construction	CAHP	Number and percentage of CAHP participant new homes verified <sup>b</sup> by IOUs' HERS which exceed Title 24 (T24) building standards (SF and MF) by 15%-19%, 20%-29%, 30%-39%, 40%-70%.	2b	CAHP New Homes	# New Homes	#HERS Verif'd	%	# New Homes	#HERS Verif'd	%	# New Homes	#HERS Verif'd	%	# New Homes	#HERS Verif'd	%	2b metric: results are cumulative 2010-2012
					SF 15% - 19%	1314*	1314	100%	136	136	100%	925	925	100%	4,173	4,173	100%	* Data on paid single family homes broken down by percent above code is only available for homes committed into the program after 2011. All units paid in the program cycle, however, exceeded Title 24 by 15% and were contracted with a certified HERS rater.  PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.
					SF 20%-29%	1371*	1371	100%	569	569	100%	541	541	100%	3,514	3,514	100%	
					SF 30%-39%	1258*	1258	100%	94	94	100%	122	122	100%	1,063	1,063	100%	
					SF 40%+	96*	96	100%	14	14	100%	18	18	100%	35	35	100%	
					MF 15%-19%	3287	3287	100%	6	6	100%	969	969	100%	605	605	100%	
					MF 20%-29%	1541	1541	100%	472	472	100%	436	436	100%	223	223	100%	
					MF 30%-39%	1649	1649	100%	223	223	100%	11	11	100%	36	36	100%	
MF 40%+	1057	1057	100%	0	0	100%	12	12	100%	4	4	100%						
NC-5	New Construction	ES Mfg. Homes	Number of manufactured housing units sold in IOU service territories (via retailers and/or manufacturers) participating in program	2a		350			0			106			0			
NC-6	New Construction	ES Mfg. Homes	Number and percentage of participating projects utilizing: (a) whole house incentive for gas heat; (b) whole house incentive for electric heat	2a		#	Gas %	Elec %	#	Gas %	Elec %	#	Gas %	Elec %	#	Gas %	Elec %	
						350	99%	1%	0	0%	0%	3	1.9%	0.95%	0	0%	0%	
NC-7	New Construction	SBD	Average site energy install, ex-ante (kBtu/sq ft-yr and demand (kW/sq ft) for participating commercial new construction by building type and climate zone	2b		SEE TABLE "NC-7_PGE"			AVG kBtu/Sq Ft = 48.85, and AVG kW/Sq Ft = .00467, see PPM Narrative Template for Climate Zone and Bldg Type Details			Please reference tab SBD PPM Question NC-7			SEE "TABLE "NC-7_SCG"			2b metric: results are cumulative 2010-2012
NC-8	New Construction	SBD	Percentage of committed participating Whole Building Approach projects that are expected to reach a minimum of 40% less energy than 2008 T24 codes requirements	2b		3.6%			2.6%			Please reference tab SBD PPM Question NC-8			1%			2b metric: results are cumulative 2010-2012

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						PG&E 2012	SCE 2012	SDG&E 2012	SCG 2012	
CS-1	Codes & Standards	Bldg. Stds. Advocacy	Number of Residential and Commercial CASE studies, as defined in Building Standards Objectives 1 & 2 for which adoption by the CEC is anticipated by the IOUs, targeting efficient technologies practices and design in each of the following areas: lighting; HVAC; envelope; water heating; and cross-cutting measures in support of the following: (a) Integrated Design, including data management and automated diagnostic systems, with emphasis on HVAC aspects of Whole Building. (b) ZNE technologies, practices, and design in Residential Sector. (c) Peak efficient technologies including plug loads and HVAC technologies. (d) Advanced Lighting Technologies	2b			56 Statewide			2b metric: results are cumulative 2010-2012
CS-2	Codes & Standards	App. Stds. Advocacy	Number of draft CASE Studies, as defined in Appliance Standards Objective 1, developed as mutually agreed upon by the CEC and IOUs in support of plug loads, refrigeration, advanced lighting, and/or other technologies that are adopted by the CEC, within authorized budget.	2b			1 Statewide			2b metric: results are cumulative 2010-2012
CS-3	Codes & Standards	Compliance Enhance.	Number of role-based, Title 24, training sessions delivered.	2a			79 Statewide			Annual metric: 79 sessions delivered in 2012
CS-4	Codes & Standards	Reach Codes	Number of jurisdictions in IOU Service territories with CEC approved Reach Codes in residential and/or commercial sectors as a result of the RC sub-program activities.	2b			34 Statewide			2b metric: results are cumulative 2010-2012
HVAC-1.1	HVAC	Upstream HVAC	(a) kW/ton incentivized in the program. (Note: Decrease in metric indicates positive progress), combined with	2a		0.0782 kW/ton	0.80 kW/ton	.240 kW/ton	N/A	
HVAC-1.2	HVAC	Upstream HVAC	(b) the number of units that are incentivized in the program vs.	2a		59,121 tons	70,430 tons	3662.5 tons	N/A	
HVAC-1.3	HVAC	Upstream HVAC	(c) number of units over 5.4 tons shipped to California as tracked through AHRI shipment data. (Assuming the availability of AHRI data.) <sup>7</sup>	2a		AHRI data was not made available to IOUs				
HVAC-2	HVAC	Upstream HVAC	The distributor stocking percentage of units eligible for program. (Note: Assumes availability of individual distributor data and/or aggregated data from HARDI.) <sup>7</sup>	2b		AHRI/HARDI data was not made available to IOUs, but ED EM&V Impact evaluation collecting data in 2013.				
HVAC-3	HVAC	Res ES Quality Installation	Percentage of HVAC contracting companies that are participating in statewide residential QI program as a share of the targeted market <sup>8</sup>	2a		0.93%	0.50%	0.8 % (ESQI program implemented - 7 contractors qualified and participating of 868 C-20 contractors)	0%	
HVAC-4	HVAC	Res ES Quality Installation	Average percentage of "certified" HVAC technicians within each contracting company that participates in the residential QI program.	2b		14%	42.0%	15.00%	0%	2b metric: results are cumulative 2010-2012
HVAC-5	HVAC	Com Quality Installation	Percentage of HVAC contracting companies that are participating in statewide commercial QI program as a share of the targeted market <sup>8</sup>	2a		0.47%	0.12%	0.00%	0%	
HVAC-6	HVAC	Com Quality Installation	Average percentage of "certified" HVAC technicians within each contracting company that participates in the commercial QI program.	2b		30%	25.0%	0.00%	0%	2b metric: results are cumulative 2010-2012
HVAC-7	HVAC	Quality Maintenance Dev	Measured progress towards specific milestones provided in the project GANTT chart indicating the development/finalization of this IOU program based on Quality Maintenance standards.	2a		SEE TABLE "HVAC-7_PGE"	SEE TABLE "HVAC-7_SCE"	SEE TABLE "HVAC-7_SDGE"	SEE TABLE "HVAC-7_SCG"	
HVAC-8	HVAC	Tech and System Diagnostics	Status of progress towards completion of roadmap (i.e., plan and recommendations) to support the development of a national standard diagnostic protocol (activities, concrete actions taken).	2a		SEE STATEWIDE TABLE "HVAC-8_Statewide"				
HVAC-9	HVAC	WE&T	Status of progress towards completion (activities, concrete actions taken) of detailed WE&T roadmap (plans, goals, timelines and recommendations).	2a		SEE STATEWIDE TABLE "HVAC-9_Statewide"				

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.  Metric	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b				Comments
						PG&E 2012	SCE 2012	SDG&E 2012	SCG 2012	
ET-1	Emerging Tech.	Emerging Tech.	The number of new "proven" ET measures adopted <sup>12</sup> into the EE Portfolio.	2b		19 projects	22 measures	31 measures	5 measures	2b metric: results are cumulative 2010-2012
ET-2	Emerging Tech.	Emerging Tech.	Potential energy impacts <sup>10</sup> (energy savings and demand reduction) of the adopted ET measures into the EE portfolio.	2b		See Narrative	See Narrative	See Narrative	See Narrative	
ET-3	Emerging Tech.	Tech. Assessment	Number of ETP measures which have undergone TA that are adopted <sup>12</sup> into the EE portfolio, including but not limited to each of the following: (a) Advance HVAC technologies, (b) High efficiency plug loads and appliances, (c) Advanced lighting technologies	2b		9 projects	22 measures	31 measures	3 measures	
ET-4	Emerging Tech.	Scaled Field Placement	Number of ETP measures that have undergone SFP and are adopted <sup>12</sup> into the EE portfolio	2b		5 projects	2 measures	0 measures	1 measure	
ET-5	Emerging Tech.	Demonstration Showcases	Self-reported increase in knowledge by randomly selected sample of targeted stakeholders who either 1) visited the DS or 2) were informed about the DS in a workshop about benefits of the DS.	2b		See Narrative	See Narrative	See Narrative	See Narrative	
ET-6	Emerging Tech.	Mkt. and Behav. Studies	Self-reported increase in knowledge among internal ET stakeholders about the technologies targeted by the M&B studies.	2b		See Narrative	See Narrative	See Narrative	See Narrative	
ET-7	Emerging Tech.	Tech. Dev. Support	Number of new performance specifications and/or Use Cases <sup>11</sup> produced as a result of TDS sub-program.	2b		3 performance specifications and 2 use cases	6	0	0	
ET-8	Emerging Tech.	Tech. Dev. Support	Number of new performance specifications and/or Use Cases presented to manufacturers/private industry for possible action. <sup>15</sup>	2b		3 performance specifications and 2 use cases	6	0	1	
ET-9	Emerging Tech.	Tech. Res. Incubation	Percent of attendees who voluntarily respond and self-report increased understanding on how to do business with utilities.	2b		100%	100%	100%	100%	
ET-10	Emerging Tech.	Tech. Testing Center	Number of ETP measures evaluated at the TTCs in support of ET Assessments Sub-Program that are adopted <sup>12</sup> into the EE portfolio (and/or available in the market).	2b		N/A	12	N/A	N/A	PPM applies to SCE only
IDSM-1	IDSM	IDSM	Awareness and knowledge among relevant IOU program staff (to be specified – e.g. account reps., engineers that administer the audit (3rd party); program designers and managers) regarding how IDSM relates to and impacts their efforts and programs	2b		See Narrative and Appendix A	See SCE IDSM-1 Narrative	See IDSM PPM-1 Narrative	Please see attachment; file name "SCG IDSM1.doc"	2b metric: results are cumulative 2010-2012
IDSM-2	IDSM	IDSM	Complete and make available integrated audit or survey tools (on line and on-site) to residential and non-residential customers in all IOU programs that provide audits / surveys (and include EE, Demand Response (DR), and Distributed Generation (DG) recommendations). (Y/N)	2b		Y	Y	Y	Residential- Y Online tool was completed in 2012. Business (non-res) -N Online tool is scheduled to be completed in June 2013.	
IDSM-3	IDSM	IDSM	Number and percentage of integrated audits provided to each customer class and NAICS code.	2b		SEE TABLE "IDSM-3_PGE"	SEE TABLE "IDSM-3_SCE"	SEE TABLE "IDSM-3 Non Res"	SEE 2012 PPM Report TABLE "IDSM-3_SCG"	
IDSM-4	IDSM	IDSM	A status report that identifies how well "integrated" (EE, DR, DG) all IOU demand-side energy program offerings and components are (e.g., CEI, Commercial, Agricultural, Industrial, Residential, Audits) including lessons learned, best practices, improvement plans, and how the program portfolio is addressing strategic planning goals / objectives and D.09-09-047 directives regarding integration, as well as the IDSM program objectives specified in the PPM Worksheet. The report will review how the IOUs have developed internal and external frameworks that support integration of IDSM programs and technologies. (Y/N)	2b		Y See Narrative and Appendix B	Y See IDSM-4 Status Report	See IDSM PPM-4 Narrative	Please see attachment; file name "SCG IDSM4.doc"	
IDSM-5	IDSM	IDSM	Number and percent of integrated audit participants (Identify NRA participants) in all customer classes (Residential, Commercial, Industrial, Agriculture) that implement recommended DSM measures / participate in other DSM programs (EE, DR, DG – Track which categories implemented / participated in) or other recommended technical process and practice improvements. (If possible, identify whether participants received incentives or not). <sup>11</sup>	2b		SEE TABLE "IDSM-5_PGE"	SEE TABLE "IDSM-5_SCE"	SEE TABLES "IDSM-5 Audit Summary" "IDSM-5 Res Participation Sum" & "IDSM-5 NRA Participation Sum"	SEE TABLE "IDSM-5_SCG"	
IDSM-6	IDSM	IDSM	Program participant awareness of IDSM practices in each of the market sector subprograms.	2b		See Narrative	See Narrative	See Narrative	See Narrative	

## San Diego Gas & Electric Company IDSM Status Report for 2010-2012

PPM ID	Program	Sub-Program	PG&E's MF results are from PG&E's Third Party CMFNH program, not CAHP.  Metric	Metric Type		2012 Progress for Metric Type 2a 2010-2012 Progress for Metric Type 2b												Comments
						PG&E 2012			SCE 2012			SDG&E 2012			SCG 2012			
MEO-1	ME&O	ME&O	Awareness and knowledge of key elements of the Engage360 brand among customer groups specifically targeted by grassroots and social networking phase of the program.	2a		Commissioner Ferron's October 13, 2011 Assigned Commissioner's Ruling suspended the Engage 360 brand/program through the end of 2011, pending further guidance. Therefore, the program did not have an opportunity to impact awareness and knowledge of key elements of the brand.												
MEO-2	ME&O	ME&O	Awareness and knowledge of energy efficient actions promoted by the ME&O program among customer groups specifically targeted by grassroots and social networking phase of the program.	2b														
MEO-3	ME&O	ME&O	The number and type of energy efficient actions self-reported by customer groups specifically targeted by grassroots and social networking phase of the program.	2b														
WET-1	WE&T	Centergies	Percent increase in educational <sup>16</sup> collaboration with partners from 2011 baseline. (Tracked and reported by educational level, and by number of partners operating in Title-1 communities.)	2b		SEE TABLE "WET-1_PGE"			SEE TABLE "WET-1_SCE"			SEE TABLE "WET-1_SDGE"			SEE TABLE "WET-1_SCG"			2b metric: results are cumulative 2010-2012
WET-2	WE&T	Centergies	Percent increase in educational <sup>16</sup> collaboration with organizations serving disadvantaged communities	2b	Organizations Serving Disadvantaged Communities	2011 Collaborations	2012 Collaborations	% Increase	2011 Collaborations	2012 Collaborations	% Increase	2011 Collaborations	2012 Collaborations	% Increase	2011 Collaborations	2012 Collaborations	% Increase	
						299	340	14%	26	19	-27%	0	16	1600%	29	30	3%	
WET-3	WE&T	Centergies	Number of IDSM educational classes with substantial <sup>17</sup> IDSM (EE, DR, and DG) content.	2b		344			202			122			30			
WET-4	WE&T	Connections	Percent increase in educational <sup>16</sup> collaboration with partners. (Tracked and reported by educational level, and by number of partners operating in Title-1 communities.)	2b		SEE 2012 PPM Report TABLE "WET-4_PGE"			SEE TABLE "WET-4_SCE"			SEE TABLE "WET-4_SDGE"			SEE TABLE "WET-4_SCG"			
WET-5	WE&T	Connections	Percent of K-12 WET Connection program participants that are from Title-1 schools	2a	Participating Schools	Total	Title 1	%	Total	Title 1	%	Total	Title 1	%	Total	Title 1	%	
						825	536	64%	467	298	64%	22	15	68%	148	106	64%	
WET-6	WE&T	Connections	Complete baseline study to determine the current number of partnerships. (Y/N)	2a		Y - Completed in 2010												
WET-7	WE&T	Connections	Number of high school continuing education outreach partnerships in WET Connection	2a		26			2			2			1			



Footnote #	Footnote
1	"HTR" is as defined in the EE Policy Manual
2	Data sources for reporting will come from (a) program tracking databases and (b) process evaluation to refine estimates.  — An audit completed in one portfolio may have measures implemented over several years and portfolios.
3	"ETP measure" defined as ET measures first introduced into the EE portfolio since January 1, 2006
4	"ETP measure" defined as ET measures first introduced into the EE portfolio since January 1, 2006
5	"Integration Bonus" is an incentive mechanism to promote greater integration of DSM resources, available to customers who (a) sign up or are already signed up for a DSM program, and (b) purchase, install, and/or are eligible to receive a rebate for an energy saving device.
6	"First time" means customer has not participated in energy efficiency programs since December 31, 2005.
7	As is indicated within this PPM, the availability of item (c) in this PPM is not yet confirmed, since it is closely-held, proprietary third-party information. The IOU team is in discussions with AHRI about obtaining this data and to ascertain the statistical validity of what data would be provided; the IOU team will communicate with the ED about any issues regarding this data element before the first reporting period in Q1 2011 for 2010 information.
8	"Target market" defined as C20 licensed HVAC contracting companies in CA.
9	The IOUs use the existing HERS Rater infrastructure to verify HERS measures and other building characteristics as required by CA Title 24 and the CEC. The IOUs do not perform the verification inspections and do not certify HERS raters. Note: HERS inspection protocol for production builders does not require inspection of 100% of homes; there is a sampling protocol. For more information on HERS inspection please see <a href="http://www.energy.ca.gov/HERS/index.html">http://www.energy.ca.gov/HERS/index.html</a>
10	Distribution channels" are as defined in 06-08 Upstream Lighting Study
11	Data sources for reporting will come from (a) program tracking databases and (b) process evaluation to refine estimates.
12	"Adoption" means measure is available to end-use customers through IOU programs. Adoption of a measure may be attributed to one or more ET sub-programs
13	Potential energy impacts to be reported based on ET project findings and estimated market potential (reported through quarterly ET database updates)
14	"Use Cases" describe the need for a technology or application.
15	"Possible action" means that the manufacturer/private industry considered TDS results in their product development efforts.
16	Educational "collaboration" is defined as seminars, outreach events and consultations as needed. These collaborations include exchanges of monetary or in-kind support and services (i.e., sharing meeting facilities, marketing/promotional services, etc.).
17	"Substantial" is defined as approximately 50% or more of class content must address IDSM subject matter
18	The data for this metric applies to rebates made through the point of sale (POS) mode.

Number and percent (relative to all eligible customers) of commercial, industrial and agricultural customers participating in sub-programs (for example, NRA, Deemed, Calculated and CEI) by NAICS code, by size (+/- 200 kW per year or +/- 50k Therms per yr), and by Hard to Reach (HTR)

PPM ID CIA-1

As Shown on Master Tab:

% of Total Eligible	SDGE		
	Commercial	Industrial	Agricultural
% Participating	0.00%	0.00%	0.00%
% Hard to Reach	4.07%	0.41%	0.72%
% in NRA	0.11%	0.13%	0.04%
% in Deemed	3.64%	0.49%	0.89%
% in Calculated	0.56%	0.12%	0.08%
% in CEI	0.00%	0.00%	0.00%

Calculation:

Total Eligible by NAICS code indicator	Total Eligible	Number Participating	Percent of Total Eligible	Total Eligible Hard to Reach	Number Participating Hard to Reach	Percent Hard to Reach
Commercial	142,289	-	0.00%	21,566	877	4.07%
Industrial	17,516	0	0.00%	2921	12	0.41%
Agricultural	2,359	0	0.00%	966	7	0.72%
TOTAL	162,164	0	0.00%	25,453	896	3.52%

Total C&I Eligible Customers	142,790	Total Agr Eligible Customers	2,466	Total C&I Eligible Customers	142,790	Total Agr Eligible Customers	2,466
Total Com	6,129			Total Com HTR	877		
Total Ind	129			Total Ind HTR	12		
Total Agr	24			Total Agr HTR	7		
Number of C&I Participating Customers	6,258			Number of C&I Participating HTR Customers	889		
Percent of Total C&I by Total C&I Eligible Customers	4.383%	Percent of Total Agr by Total Agr Eligible Customers	0.973%	Percent of Total C&I HTR by Total C&I Eligible Customers	0.623%	Percent of Total Agr HTR by Total Agr Eligible Customers	0.284%

Commercial Customers by NAICS Code						
NRA		DEEMED		CALCULATED		CEI
NAICS3	#	NAICS3	#	NAICS3	#	NAICS3 #
Missing	12	Missing	17	Missing	2	
423 Merchant Wholesalers Durable Goods	3	111 Crop Production	4	221 Utilities	34	
424 Merchant Wholesalers Nondurable goods	3	115 Support Activities for Agriculture and Forestry	5	325 Chemical Manufacturing	1	
441 Motor Vehicle and Parts Dealers	2	221 Utilities	4	326 Plastics and Rubber Products Manufacturing	3	
443 Electronics and Appliance Stores	1	236 Construction of Buildings	33	336 Transportation Equipment Manufacturing	1	
445 Food and Beverage Stores	6	237 Heavy and Civil Engineering Construction	16	339 Miscellaneous Manufacturing	1	
447 Gasoline Stations	3	238 Specialty Trade Contractors	96	423 Merchant Wholesalers Durable Goods	2	
448 Clothing and Clothing Accessories Stores	4	311 Food Manufacturing	45	424 Merchant Wholesalers Nondurable goods	2	
451 Sporting Goods Hobby Book and Music Stores	2	312 Beverage and Tobacco Product Manufacturing	4	441 Motor Vehicle and Parts Dealers	4	
452 General Merchandise Stores	1	314 Textile Product Mills	4	443 Electronics and Appliance Stores	2	
453 Miscellaneous Store Retailers	1	315 Apparel Manufacturing	2	444 Building Material and Garden Equipment and Supplie	1	
454 Nonstore Retailers	1	316 Leather and Allied Product Manufacturing	1	445 Food and Beverage Stores	9	
484 Truck Transportation	1	321 Wood Product Manufacturing	2	446 Health and Personal Care Stores	7	
485 Transit and Ground Passenger Transportation	1	322 Paper Manufacturing	2	447 Gasoline Stations	4	
492 Couriers and Messengers	1	323 Printing and Related Support Activities	22	448 Clothing and Clothing Accessories Stores	5	
511 Publishing Industries (except Internet)	3	325 Chemical Manufacturing	6	451 Sporting Goods Hobby Book and Music Stores	4	
512 Motion Picture and Sound Recording Industries	1	326 Plastics and Rubber Products Manufacturing	6	452 General Merchandise Stores	18	
524 Insurance Carriers and Related Activities	1	327 Nonmetallic Mineral Product Manufacturing	5	453 Miscellaneous Store Retailers	1	
531 Real Estate	7	332 Fabricated Metal Product Manufacturing	39	488 Support Activities for Transportation	1	
541 Professional Scientific and Technical Services	13	333 Machinery Manufacturing	10	493 Warehousing and Storage	1	
611 Educational Services	4	334 Computer and Electronic Product Manufacturing	11	515 Broadcasting (except Internet)	10	
621 Ambulatory Health Care Services	4	335 Electrical Equipment Appliance and Component Manuf	2	517 Telecommunications	6	
623 Nursing and Residential Care Facilities	3	336 Transportation Equipment Manufacturing	16	518 Internet Service Providers Web Search Portals and	1	
624 Social Assistance	3	337 Furniture and Related Product Manufacturing	13	522 Credit Intermediation and Related Activities	33	
711 Performing Arts Spectator Sports and Related Indus	1	339 Miscellaneous Manufacturing	32	525 Funds Trusts and Other Financial Vehicles	6	
712 Museums Historical Sites and Similar Institutions	1	423 Merchant Wholesalers Durable Goods	123	531 Real Estate	33	
713 Amusement Gambling and Recreation Industries	3	424 Merchant Wholesalers Nondurable goods	77	541 Professional Scientific and Technical Services	5	
721 Accommodation	3	425 Wholesale Electronic Markets and Agents and Broker	1	541 Educational Services	8	
722 Food Services and Drinking Places	22	441 Motor Vehicle and Parts Dealers	93	621 Ambulatory Health Care Services	10	
811 Repair and Maintenance	1	442 Furniture and Home Furnishings Stores	52	622 Hospitals	7	
812 Personal and Laundry Services	7	443 Electronics and Appliance Stores	53	623 Nursing and Residential Care Facilities	1	
813 Religious Grantmaking Civic Professional and Simil	30	444 Building Material and Garden Equipment and Supplie	57	624 Social Assistance	1	
921 Executive Legislative and Other General Government	3	445 Food and Beverage Stores	591	712 Museums Historical Sites and Similar Institutions	7	
923 Administration of Human Resource Programs	1	446 Health and Personal Care Stores	123	713 Amusement Gambling and Recreation Industries	5	
926 Administration of Economic Programs	1	447 Gasoline Stations	112	721 Accommodation	30	
		448 Clothing and Clothing Accessories Stores	119	722 Food Services and Drinking Places	17	
		451 Sporting Goods Hobby Book and Music Stores	73	811 Repair and Maintenance	1	
		452 General Merchandise Stores	85	813 Religious Grantmaking Civic Professional and Simil	21	
		453 Miscellaneous Store Retailers	152	921 Executive Legislative and Other General Government	31	
		454 Nonstore Retailers	4	922 Justice Public Order and Safety Activities	453	
		484 Truck Transportation	11	925 Administration of Housing Programs Urban Planning	1	
		485 Transit and Ground Passenger Transportation	6	926 Administration of Economic Programs	1	
		488 Support Activities for Transportation	18	928 National Security and International Affairs	1	
		491 Postal Service	6			
		493 Warehousing and Storage	6			
		511 Publishing Industries (except Internet)	8			
		512 Motion Picture and Sound Recording Industries	3			
		515 Broadcasting (except Internet)	1			
		517 Telecommunications	50			
		519 Other Information Services	4			
		522 Credit Intermediation and Related Activities	111			
		523 Securities Commodity Contracts and Other Financial	22			
		524 Insurance Carriers and Related Activities	44			
		525 Funds Trusts and Other Financial Vehicles	17			
		531 Real Estate	244			
		532 Rental and Leasing Services	17			
		541 Professional Scientific and Technical Services	251			
		551 Management of Companies and Enterprises	2			
		561 Administrative and Support Services	75			
		562 Waste Management and Remediation Services	13			
		611 Educational Services	212			
		621 Ambulatory Health Care Services	212			
		622 Hospitals	23			
		623 Nursing and Residential Care Facilities	31			
		624 Social Assistance	51			
		711 Performing Arts Spectator Sports and Related Indus	11			
		712 Museums Historical Sites and Similar Institutions	33			
		713 Amusement Gambling and Recreation Industries	40			
		721 Accommodation	101			
		722 Food Services and Drinking Places	606			
		811 Repair and Maintenance	282			
		812 Personal and Laundry Services	296			
		813 Religious Grantmaking Civic Professional and Simil	196			
		814 Private Households	1			
		921 Executive Legislative and Other General Government	44			
		922 Justice Public Order and Safety Activities	11			
		923 Administration of Human Resource Programs	2			
		924 Administration of Environmental Quality Programs	2			
		926 Administration of Economic Programs	5			
		928 National Security and International Affairs	3			
	154		5183		792	

Commercial Customers by Size								
	NRA		DEEMED		CALCULATED		CEI	
CUST_SIZE	#	%	#	%	#	%	#	%
SMALL	143	0.10%	4929	3.46%	692	0.49%	0	0.00%
LARGE	11	0.01%	254	0.18%	100	0.07%	0	0.00%
Total	154	0.11%	5183	3.64%	792	0.56%	0	0.00%

Commercial Hard-to-Reach Customers								
	NRA		Deemed		Calculated		CEI	
	#	%	#	%	#	%	#	%
Hard-to-Reach Customers	17	0.01%	694	0.49%	166	0.12%	0	0.00%

Industrial Customers by NAICS Code							
NRA		DEEMED		CALCULATED		CEI	
NAICS3	#	NAICS3	#	NAICS3	#	NAICS3	#
236 Construction of Buildings	1	212 Mining (except Oil and Gas)	1	Missing	1		
237 Heavy and Civil Engineering Construction	1	236 Construction of Buildings	1	312 Beverage and Tobacco Product Manufacturing	2		
238 Specialty Trade Contractors	1	237 Heavy and Civil Engineering Construction	1	322 Paper Manufacturing	1		
311 Food Manufacturing	4	238 Specialty Trade Contractors	7	325 Chemical Manufacturing	1		
322 Paper Manufacturing	1	311 Food Manufacturing	3	332 Fabricated Metal Product Manufacturing	1		
325 Chemical Manufacturing	1	312 Beverage and Tobacco Product Manufacturing	1	333 Machinery Manufacturing	1		
326 Plastics and Rubber Products Manufacturing	1	314 Textile Product Mills	1	334 Computer and Electronic Product Manufacturing	4		
332 Fabricated Metal Product Manufacturing	5	315 Apparel Manufacturing	1	336 Transportation Equipment Manufacturing	1		
334 Computer and Electronic Product Manufacturing	5	323 Printing and Related Support Activities	7	339 Miscellaneous Manufacturing	1		
336 Transportation Equipment Manufacturing	1	325 Chemical Manufacturing	3	517 Telecommunications	2		
339 Miscellaneous Manufacturing	1	326 Plastics and Rubber Products Manufacturing	2	531 Real Estate	1		
		327 Nonmetallic Mineral Product Manufacturing	1	541 Professional Scientific and Technical Services	4		
		332 Fabricated Metal Product Manufacturing	11	721 Accommodation	1		
		333 Machinery Manufacturing	5				
		334 Computer and Electronic Product Manufacturing	11				
		335 Electrical Equipment Appliance and Component Manuf	2				
		336 Transportation Equipment Manufacturing	1				
		337 Furniture and Related Product Manufacturing	5				
		339 Miscellaneous Manufacturing	7				
		448 Clothing and Clothing Accessories Stores	1				
		511 Publishing Industries (except Internet)	3				
		531 Real Estate	1				
		541 Professional Scientific and Technical Services	9				
		621 Ambulatory Health Care Services	1				
		811 Repair and Maintenance	1				
	22		86		21		

Industrial Customers by Size								
	NRA			DEEMED		CALCULATED		CEI
CUST_SIZE	#	%	#	%	#	%	#	%
SMALL	20	0.11%	62	0.35%	6	0.03%	0	0.00%
LARGE	2	0.01%	24	0.14%	15	0.09%	0	0.00%
Total	22	0.13%	86	0.49%	21	0.12%	0	0.00%

Notes: Customer Size: LARGE - >200kw/yr or >50k therms/yr  
Customer Size: SMALL - <200kw/yr or <50k therms/yr

Industrial Hard-to-Reach Customers								
	NRA			Deemed		Calculated		CEI
	#	%	#	%	#	%	#	%
Hard-to-Reach Customers	2	0.01%	9	0.05%	1	0.01%	0	0.00%

Agricultural Customers by NAICS Code							
NRA		DEEMED		CALCULATED		CEI	
NAICS3	#	NAICS3	#	NAICS3	#	NAICS3	#
111 Crop Production	1	111 Crop Production	17	111 Crop Production	2		
		221 Utilities	2				
		531 Real Estate	1				
		813 Religious Grantmaking Civic Professional and Simil	1				
	1		21		2		

Agricultural Customers by Size								
	NRA			DEEMED		CALCULATED		CEI
CUST_SIZE	#	%	#	%	#	%	#	%
SMALL	1	0.04%	19	0.81%	0	0.00%	0	0.00%
LARGE	0	0.00%	2	0.08%	2	0.08%	0	0.00%
Total	1	0.04%	21	0.89%	2	0.08%	0	0.00%

Notes: Customer Size: LARGE - >200kw/yr or >50k therms/yr  
Customer Size: SMALL - <200kw/yr or <50k therms/yr

Agricultural Hard-to-Reach Customers								
	NRA			Deemed		Calculated		CEI
	#	%	#	%	#	%	#	%
Hard-to-Reach Customers	1	0.04%	6	0.25%	0	0.00%	0	0.00%

Table CIA-5

Commercial Customers receiving non-residential audits by NAICS Code			
NAICS 3 code	NAICS Description	#	%
.	Missing	62	8.4%
423	Merchant Wholesalers Durable Goods	10	1.3%
424	Merchant Wholesalers Nondurable goods	8	1.1%
441	Motor Vehicle and Parts Dealers	10	1.3%
442	Furniture and Home Furnishings Stores	7	0.9%
443	Electronics and Appliance Stores	3	0.4%
444	Building Material and Garden Equipment and Supplie	4	0.5%
445	Food and Beverage Stores	20	2.7%
446	Health and Personal Care Stores	1	0.1%
447	Gasoline Stations	4	0.5%
448	Clothing and Clothing Accessories Stores	7	0.9%
451	Sporting Goods Hobby Book and Music Stores	3	0.4%
452	General Merchandise Stores	1	0.1%
453	Miscellaneous Store Retailers	5	0.7%
454	Nonstore Retailers	1	0.1%
484	Truck Transportation	2	0.3%
485	Transit and Ground Passenger Transportation	1	0.1%
488	Support Activities for Transportation	4	0.5%
492	Couriers and Messengers	1	0.1%
511	Publishing Industries (except Internet)	6	0.8%
512	Motion Picture and Sound Recording Industries	4	0.5%
517	Telecommunications	4	0.5%
518	Internet Service Providers Web Search Portals and	3	0.4%
519	Other Information Services	5	0.7%
522	Credit Intermediation and Related Activities	28	3.8%
523	Securities Commodity Contracts and Other Financial	1	0.1%
524	Insurance Carriers and Related Activities	5	0.7%
525	Funds Trusts and Other Financial Vehicles	21	2.8%
531	Real Estate	60	8.1%
532	Rental and Leasing Services	2	0.3%
541	Professional Scientific and Technical Services	44	5.9%
551	Management of Companies and Enterprises	1	0.1%
561	Administrative and Support Services	7	0.9%
611	Educational Services	37	5.0%
621	Ambulatory Health Care Services	28	3.8%
622	Hospitals	17	2.3%
623	Nursing and Residential Care Facilities	26	3.5%
624	Social Assistance	7	0.9%
711	Performing Arts Spectator Sports and Related Indus	1	0.1%
712	Museums Historical Sites and Similar Institutions	8	1.1%
713	Amusement Gambling and Recreation Industries	16	2.2%
721	Accommodation	26	3.5%
722	Food Services and Drinking Places	115	15.5%
811	Repair and Maintenance	4	0.5%
812	Personal and Laundry Services	21	2.8%
813	Religious Grantmaking Civic Professional and Simil	67	9.0%
921	Executive Legislative and Other General Government	13	1.8%
923	Administration of Human Resource Programs	2	0.3%
925	Administration of Housing Programs Urban Planning	6	0.8%
926	Administration of Economic Programs	3	0.4%
Total		742	

Table CIA-5

<b>Industrial Customers receiving non-residential audits by NAICS Code</b>			
NAICS 3 code	NAICS Description	#	%
221	Utilities	2	1.8%
236	Construction of Buildings	4	3.6%
237	Heavy and Civil Engineering Construction	2	1.8%
238	Specialty Trade Contractors	6	5.5%
311	Food Manufacturing	5	4.5%
315	Apparel Manufacturing	1	0.9%
322	Paper Manufacturing	1	0.9%
323	Printing and Related Support Activities	4	3.6%
325	Chemical Manufacturing	11	10.0%
326	Plastics and Rubber Products Manufacturing	1	0.9%
327	Nonmetallic Mineral Product Manufacturing	1	0.9%
332	Fabricated Metal Product Manufacturing	7	6.4%
334	Computer and Electronic Product Manufacturing	54	49.1%
335	Electrical Equipment, Appliance, and Component Manufacturing	1	0.9%
336	Transportation Equipment Manufacturing	4	3.6%
339	Miscellaneous Manufacturing	6	5.5%
Total		110	

Table CIA-5

<b>Agricultural Customers receiving non-residential audits by NAICS Code</b>			
NAICS 3 code	NAICS Description	#	%
111	Crop Production	3	25.0%
115	Support Activities for Agriculture and Forestry	2	16.7%
221	Utilities	2	16.7%
236	Construction of Buildings	1	8.3%
237	Heavy and Civil Engineering Construction	1	8.3%
238	Specialty Trade Contractors	3	25.0%
Total		12	

Table CIA-6

2010-2012	Basic Audits			Integrated Audits			RCx Audits			Total		
SECTOR	Basic Audit Delivered	Basic Audit Converted	Basic Audit Percent Conversion	Integrated Audit Delivered	Integrated Audit Converted	Integrated Audit Percent Conversion	RCx Audit Delivered	RCx Audit Converted	RCx Audit Percent Conversion	Total Audits Delivered	Total Audits Converted	Total Audits Percent Conversion
COM	454	102	22%	250	99	40%	38	14	37%	742	215	29%
IND	45	11	24%	60	13	22%	5	5	100%	110	29	26%
AGR	4	1	25%	8	2	25%	0	0	0%	12	3	25%
TOTAL	503	114	23%	318	114	36%	43	19	44%	864	247	29%

## CIA-9 Disaggregated Savings

Sector	Measure Description from EEBI	# of Installations	ADJ_KWH	ADJ_KW	ADJ_THM
Com	GUESTROOM CONTROLS	4	966,163	-	-
Com	GUESTROOM HVAC CONTROLS	1	26,988	-	-
Com	INDUCTION LIGHTING	1	19,220	-	-
Com	LAUDRY OZONE	1	-	-	5,534
Com	LAUNDRY HEAT RECOVERY	1	-	-	52,044
Com	LAUNDRY OZONE	5	-	-	64,095
Com	LAUNDRY WATER RECYCLINING SYSTEM	2	-	-	37,896
Com	OZONE LAUNDRY	2	-	-	25,544
Com	OZONE LAUNDRY SYSTEM	2	-	-	9,058
Com	RTU OPTIMIZATION, CFT LIGHTING	3	173,081	2	282
	Totals	22	1,185,452	2	194,453



**OCT12 C2. What LOCAL organizations in San Diego or Southern Orange County do you believe are experts in energy efficiency?**

	TOTAL (A)	MY		Z4 PRIZM SEGMENT						CLIMATE ZONE			GAS/		DWELLING TYPE				RENT/OWN		YOUR HOME BUILT						SQUARE			HH SIZE						
		YES (A)	NO (B)	SUCCESSFULS (A)	COMFORTABLES (B)	PROFESSIONALS (C)	YOUNG MOBILES (D)	ESTABLISHED (E)	CHALLENGED (F)	COASTAL (A)	INLAND (B)	MOUNTAIN (C)	ELECTRIC ONLY (A)	GAS & ELECTRIC (B)	SINGLE DETACHED (A)	APARTMENT (B)	CONDO/TOWNHOUSE /DUPLEX (C)	MOBILE HOME (D)	OTHER (E)	OWN (A)	RENT (B)	2000- PRESENT (A)	1990-1999 (B)	1980-1989 (C)	1970-1979 (D)	BEFORE 1970 (E)	NOT SURE (F)	<1000 SF (A)	1000- 2999 SF (B)	3000+ SF (C)	1 (A)	2 (B)	3+ (C)			
BASE: All Respondents	554	98	398	107	115	72	66	101	92	347	166	35	31	83	360	59	125	3	7	448	106	58	56	120	102	175	43	95	402	38	137	233	184			
SDG&E	407	68	296	77	88	47	47	75	72	248	131	23	23	55	268	48	83	3	5	323	84	40	42	88	71	131	35	72	290	29	100	170	137			
	73%	69%	74%	72%	77%	65%	71%	74%	78%	71%	79%	66%	74%	66%	74%	81%	66%	100%	71%	72%	79%	69%	75%	73%	70%	75%	81%	76%	72%	76%	73%	73%	74%			
Your Local City	49	3	40	10	11	9	5	9	5	34	12	3	1	6	34	6	9	-	-	39	10	3	3	10	7	20	6	11	32	3	9	23	17			
	9%	3%	10%	9%	10%	13%	8%	9%	5%	10%	7%	9%	3%	7%	9%	10%	7%			9%	9%	5%	5%	8%	7%	11%	14%	12%	8%	8%	7%	10%	9%			
California Center for Sustainable	225	45	158	39	47	23	37	44	35	144	61	17	16	44	141	29	52	2	1	172	53	25	20	51	33	73	23	47	155	16	62	79	84			
	41%	46%	40%	36%	41%	32%	56%	44%	38%	41%	37%	49%	52%	53%	39%	49%	42%	67%	14%	38%	50%	43%	36%	43%	32%	42%	53%	49%	39%	42%	45%	34%	46%			
US Green Building Council – San	147	28	99	28	28	15	22	31	22	94	42	8	11	26	91	19	36	-	1	110	37	12	18	39	22	40	16	28	105	8	44	55	48			
	27%	29%	25%	26%	24%	21%	33%	31%	24%	27%	25%	23%	35%	31%	25%	32%	29%		14%	25%	35%	21%	32%	33%	22%	23%	37%	29%	26%	21%	32%	24%	26%			
Other (please specify):	91	13	65	22	17	15	10	17	10	59	25	7	4	15	64	5	20	-	2	82	9	6	10	23	22	28	2	16	64	10	28	40	23			
	16%	13%	16%	21%	15%	21%	15%	17%	11%	17%	15%	20%	13%	18%	18%	8%	16%		29%	18%	8%	10%	18%	19%	22%	16%	5%	17%	16%	26%	20%	17%	13%			
AGE		INCOME						ETHNICITY						WORK STATUS						EDUCATION						GAS BILL						GENDER				
18-24 (A)	25-34 (B)	35-44 (C)	45-54 (D)	55-64 (E)	65+ (F)	<\$35K (A)	\$35K- \$50K (B)	\$50K- \$100K (C)	<\$100K+ (D)	PREFER NOT TO ANSWER (E)	CAUCASIAN (A)	AFRICAN- AMERICAN (B)	HISPANIC OR LATINO (C)	ASIAN/ PACIFIC ISLANDER (D)	OTHER (E)	PREFER NOT TO ANSWER (F)	EMPLOYED FULL TIME (A)	EMPLOYED PART TIME (B)	UNEMPLOYED /HOMEMAKER (C)	STUDENT (D)	RETIRED (E)	OTHER (F)	HS OR LESS (A)	HS GRAD OR GED (B)	SOME COLLEGE (C)	COLLEGE GRAD WITH DEGREE (D)	POST GRADUATE (E)	PREFER NOT TO ANSWER (F)	<\$50 (A)	\$50- \$100 (B)	\$100- \$200 (C)	\$200- \$300 (D)	\$300+ (E)	NOT SURE (F)	MALE (A)	FEMALE (B)
1	30	97	127	159	140	79	65	159	116	135	440	10	27	40	21	30	267	47	45	6	146	27	3	30	180	139	192	10	96	212	167	54	18	7	275	279
-	21	72	87	109	118	64	50	114	89	90	324	10	24	27	14	19	185	36	34	4	118	19	2	18	146	95	139	7	70	159	117	46	11	4	199	208
	70%	74%	69%	69%	84%	81%	77%	72%	77%	67%	74%	100%	89%	68%	67%	63%	69%	77%	76%	67%	81%	70%	67%	60%	81%	68%	72%	70%	73%	75%	70%	85%	61%	57%	72%	75%
					DE	E					ADEF	ADF				A									BDE						C					
-	2	4	13	15	15	8	6	20	7	8	38	1	2	2	4	2	24	3	6	-	13	1	1	6	15	7	19	1	10	16	16	6	-	1	23	26
	7%	4%	10%	9%	11%	10%	9%	13%	6%	6%	9%	10%	7%	5%	19%	7%	9%	6%	13%		9%	4%	33%	20%	8%	5%	10%	10%	10%	8%	10%	11%		14%	8%	9%
					C	E																		D												
-	16	52	58	54	45	30	27	77	44	47	181	5	11	19	8	6	109	19	27	5	48	13	1	10	66	64	83	1	48	79	68	22	6	2	100	125
	53%	54%	46%	34%	32%	38%	42%	48%	38%	35%	41%	50%	41%	48%	38%	20%	41%	40%	60%	83%	33%	48%	33%	33%	37%	46%	43%	10%	50%	37%	41%	41%	33%	29%	36%	45%
	EF	EF	EF			E				F			F				AE	ABE						F	F	F	F		B							A
1	12	31	30	38	35	24	14	44	32	33	117	4	7	13	6	6	68	20	12	3	34	6	1	8	43	44	51	-	32	54	46	13	1	1	75	72
100%	40%	32%	24%	24%	25%	30%	22%	28%	28%	24%	27%	40%	26%	33%	29%	20%	25%	43%	27%	50%	23%	22%	33%	27%	24%	32%	27%		33%	25%	28%	24%	6%	14%	27%	26%
															AE														E	E	E	E				
-	5	10	22	36	18	6	14	23	17	31	77	-	1	3	5	7	48	6	3	-	25	6	-	5	27	20	37	2	13	37	29	6	6	-	47	44
	17%	10%	17%	23%	13%	8%	22%	14%	15%	23%	18%		4%	8%	24%	23%	18%	13%	7%		17%	22%		17%	15%	14%	19%	20%	14%	17%	17%	11%	33%		17%	16%
					CF		A			A	CD				C		C	C			C															

Oct. 18, 2012

**OCT12\_C3. What organization NATIONALLY do you believe are experts in energy efficiency?**

			MY		Z4 PRIZM SEGMENT						CLIMATE ZONE			GAS/		DWELLING TYPE					RENT/OWN		YOUR HOME BUILT							SQUARE			HH SIZE		
	TOTAL (A)		YES (A)	NO (B)	SUCCESSFUL (A)	COMFORTABLES (B)	PROFESSIONALS (C)	YOUNG MOBILES (D)	ESTABLISHED (E)	CHALLENGED (F)	COASTAL (A)	INLAND (B)	MOUNTAIN (C)	ELECTRIC ONLY (A)	GAS & ELECTRIC (B)	SINGLE DETACHED (A)	APARTMENT (B)	CONDO/TOWNHOUSE /DUPLEX (C)	MOBILE HOME (D)	OTHER (E)	OWN (A)	RENT (B)		2000- PRESENT (A)	1990-1999 (B)	1980-1989 (C)	1970-1979 (D)	BEFORE 1970 (E)	NOT SURE (F)	<1000 SF (A)	1000- 2999 SF (B)	3000+ SF (C)	1 (A)	2 (B)	3+ (C)
BASE: All Respondents	554		98	398	107	115	72	66	101	92	347	166	35	31	83	360	59	125	3	7	448	106		58	56	120	102	175	43	95	402	38	137	233	184
SDG&E	208	26	154	47	42	28	21	42	27	119	72	12	17	26	136	19	49	2	2	174	34	22	20	50	42	57	17	33	152	14	52	93	63		
	38%	27%	39%	44%	37%	39%	32%	42%	29%	34%	43%	34%	55%	31%	38%	32%	39%	67%	29%	39%	32%	38%	36%	42%	41%	33%	40%	35%	38%	37%	38%	40%	34%		
We.org	12	1	8	3	1	-	1	5	2	8	4	-	-	3	9	-	3	-	-	8	4	-	-	2	4	5	1	2	9	-	4	3	5		
	2%	1%	2%	3%	1%		2%	5%	2%	2%	2%			4%	3%		2%			2%	4%			2%	4%	3%	2%	2%	2%		3%	1%	3%		
Energy Star	294	53	206	51	62	41	37	55	47	193	78	19	20	55	185	28	77	1	3	239	55	26	30	69	51	95	23	62	201	19	70	114	110		
	53%	54%	52%	48%	54%	57%	56%	54%	51%	56%	47%	54%	65%	66%	51%	47%	62%	33%	43%	53%	52%	45%	54%	58%	50%	54%	53%	65%	50%	50%	51%	49%	60%		
Department of Energy	246	43	177	35	58	32	39	39	42	158	71	13	18	34	155	31	57	1	2	189	57	20	24	52	45	78	27	51	171	15	62	96	88		
	44%	44%	44%	33%	50%	44%	59%	39%	46%	46%	43%	37%	58%	41%	43%	53%	46%	33%	29%	42%	54%	34%	43%	43%	44%	45%	63%	54%	43%	39%	45%	41%	48%		
United States Green Building Council	138	23	99	28	32	9	20	27	21	88	37	10	7	21	87	17	33	-	1	108	30	11	14	38	24	39	12	27	98	8	41	51	46		
	25%	23%	25%	26%	28%	13%	30%	27%	23%	25%	22%	29%	23%	25%	24%	29%	26%		14%	24%	28%	19%	25%	32%	24%	22%	28%	28%	24%	21%	30%	22%	25%		
Alliance to Save Energy	95	20	67	19	15	11	14	20	16	54	32	7	5	17	60	11	23	-	1	75	20	12	9	17	13	36	8	16	71	4	28	39	28		
	17%	20%	17%	18%	13%	15%	21%	20%	17%	16%	19%	20%	16%	20%	17%	19%	18%		14%	17%	19%	21%	16%	14%	13%	21%	19%	17%	18%	11%	20%	17%	15%		
Other (please specify):	75	11	55	23	13	13	6	12	8	48	21	6	2	12	59	4	9	1	2	69	6	8	7	21	17	21	1	11	55	9	17	39	19		
	14%	11%	14%	21%	11%	18%	9%	12%	9%	14%	13%	17%	6%	14%	16%	7%	7%	33%	29%	15%	6%	14%	13%	18%	17%	12%	2%	12%	14%	24%	12%	17%	10%		

AGE						INCOME					ETHNICITY						WORK STATUS						EDUCATION						GAS BILL					GENDER			
18-24 (A)	25-34 (B)	35-44 (C)	45-54 (D)	55-64 (E)	65+ (F)	<\$35K (A)	\$35K- \$50K (B)	\$50K- \$100K (C)	<\$100K+ (D)	PREFER NOT TO ANSWER (E)	CAUCASIAN (A)	AFRICAN- AMERICAN (B)	HISPANIC OR LATINO (C)	ASIAN/PACIFIC ISLANDER (D)	OTHER (E)	PREFER NOT TO ANSWER (F)	EMPLOYED FULL TIME (A)	EMPLOYED PART TIME (B)	UNEMPLOYED /HOMEMAKER (C)	STUDENT (D)	RETIRED (E)	OTHER (F)	HS OR LESS (A)	HS GRAD OR GED (B)	SOME COLLEGE (C)	COLLEGE GRAD WITH DEGREE (D)	POST GRADUATE (E)	PREFER NOT TO ANSWER (F)	<\$50 (A)	\$50- \$100 (B)	\$100- \$200 (C)	\$200- \$300 (D)	\$300+ (E)	NOT SURE (F)	MALE (A)	FEMALE (B)	
1	30	97	127	159	140	79	65	159	116	135	440	10	27	40	21	30	267	47	45	6	146	27	3	30	180	139	192	10	96	212	167	54	18	7	275	279	
-	12	27	38	52	79	34	26	57	42	49	177	3	12	9	4	8	83	20	14	2	73	9	1	10	78	40	76	3	38	81	54	27	6	2	108	100	
	40%	28%	30%	33%	56%	43%	40%	36%	36%	36%	40%	30%	44%	23%	19%	27%	31%	43%	31%	33%	50%	33%	33%	43%	29%	40%	30%	40%	38%	32%	50%	33%	29%	39%	36%		
-	2	-	3	4	3	3	1	5	-	3	8	-	2	-	1	1	6	2	2	-	2	-	-	1	9	2	-	-	2	3	7	-	-	-	-	-	12
	7%		2%	3%	2%	4%	2%	3%		2%	2%		7%		5%	3%	2%	4%	4%		1%			3%	5%	1%			2%	1%	4%						4%
1	23	59	79	80	52	35	34	89	72	64	236	4	18	22	12	12	163	26	28	5	53	12	3	10	96	76	104	5	55	107	90	34	7	1	151	143	
100%	77%	61%	62%	50%	37%	44%	52%	56%	62%	47%	54%	40%	67%	55%	57%	40%	61%	55%	62%	83%	36%	44%	100%	33%	53%	55%	54%	50%	57%	50%	54%	63%	39%	14%	55%	51%	
	EF	F	EF	F					AE				F				E	E	E	EF			BCDEF		B	B	B		F	F	F	F					
-	13	52	53	66	62	39	28	81	47	51	186	6	13	20	15	13	120	23	20	1	70	7	1	17	83	53	89	3	50	97	72	21	4	2	119	127	
	43%	54%	42%	42%	44%	49%	43%	51%	41%	38%	42%	60%	48%	50%	71%	43%	45%	49%	44%	17%	48%	26%	33%	57%	46%	38%	46%	30%	52%	46%	43%	39%	22%	29%	43%	46%	
															AF		F	F		DF									E	E	E						
-	11	26	33	34	34	19	15	42	32	30	109	3	10	10	5	4	65	13	10	2	33	12	1	6	43	37	51	-	31	48	39	14	4	2	68	70	
	37%	27%	26%	21%	24%	24%	23%	26%	28%	22%	25%	30%	37%	25%	24%	13%	24%	28%	22%	33%	23%	44%	33%	20%	24%	27%	27%		32%	23%	23%	26%	22%	29%	25%	25%	
													F								AE																
-	6	11	24	26	28	19	16	25	13	22	72	2	8	9	2	5	39	10	8	-	29	5	1	6	38	28	21	1	14	43	31	6	1	-	38	57	
	20%	11%	19%	16%	20%	24%	25%	16%	11%	16%	16%	20%	30%	23%	10%	17%	15%	21%	18%		20%	19%	33%	20%	21%	20%	11%	10%	15%	20%	19%	11%	6%		14%	20%	
						D	D																	E	E	E			E	E	E						A
-	-	11	15	31	18	5	9	20	13	28	64	-	-	1	4	8	32	4	5	-	22	8	-	4	21	15	33	2	7	29	25	6	7	1	36	39	
		11%	12%	19%	13%	6%	14%	13%	11%	21%	15%			3%	19%	27%	12%	9%	11%		15%	30%		13%	12%	11%	17%	20%	7%	14%	15%	11%	39%	14%	13%	14%	
						AD					D					D						B								A	ABCD						

Comparison Groups: AB/ABCDEF/ABC/AB/ABCDE/AB/ABCDEF/ABC/ABC/ABCDEF/ABCDE/ABCDEF/ABCDEF/ABCDEF/ABCDEF/AB/ABC/ABCDE

Paired/Overlap T-Test for Means, Paired/Overlap Z-Test for Percentages

Uppercase letters indicate significance at the 95% level.

SDGE RES OCTOBER 2012

VISION

CRITICAL

Oct. 18, 2012

Table 3

OCT12 C4. Would you be more likely to participate in a program to help manage your energy use if your city, municipality or county endorsed and promoted it?

	TOTAL (A)	YES (A)	NO (B)	SUCCESSFULS (A)	COMFORTABLES (B)	PROFESSIONALS (C)	YOUNG MOBILES (D)	ESTABLISHED (E)	CHALLENGED (F)	COASTAL (A)	INLAND (B)	MOUNTAIN (C)	ELECTRIC ONLY (A)	GAS & ELECTRIC (B)	SINGLE DETACHED (A)	APARTMENT (B)	CONDO/TOWNHOUSE (DUPLEX (C))	MOBILE HOME (D)	OTHER (E)	OWN (A)	RENT (B)	2000- PRESENT (A)	1990-1999 (B)	1980-1989 (C)	1970-1979 (D)	BEFORE 1970 (E)	NOT SURE (F)	<1000 SF (A)	1000- 2999 SF (B)	3000+ SF (C)	1 (A)	2 (B)	3+ (C)
BASE: All Respondents	554	98	398	107	115	72	66	101	92	347	166	35	31	83	360	59	125	3	7	448	106	58	56	120	102	175	43	95	402	38	137	233	184
Yes	283	41	207	54	57	38	29	56	48	183	81	16	17	38	178	25	75	2	3	229	54	30	28	68	50	87	20	50	205	19	70	118	95
	51%	42%	52%	50%	50%	53%	44%	55%	52%	53%	49%	46%	55%	46%	49%	42%	60%	67%	43%	51%	51%	52%	50%	57%	49%	50%	47%	53%	51%	50%	51%	51%	52%
No	33	6	23	8	7	4	1	8	5	17	12	4	1	6	23	2	8	-	-	31	2	5	4	8	4	10	2	3	24	6	9	17	7
	6%	6%	6%	7%	6%	6%	2%	8%	5%	5%	7%	11%	3%	7%	6%	3%	6%			7%	2%	9%	7%	7%	4%	6%	5%	3%	6%	16%	7%	7%	4%
It would not make a difference to	238	51	168	45	51	30	36	37	39	147	73	15	13	39	159	32	42	1	4	188	50	23	24	44	48	78	21	42	173	13	58	98	82
	43%	52%	42%	42%	44%	42%	55%	37%	42%	42%	44%	43%	42%	47%	44%	54%	34%	33%	57%	42%	47%	40%	43%	37%	47%	45%	49%	44%	43%	34%	42%	42%	45%

Comparison Groups: AB/ABCDEF/ABC/AB/ABCDE/AB/ABCDEF/ABC/ABC/ABCDEF/ABCDE/ABCDEF/ABCDEF/ABCDEF/ABCDEF/AB/ABC/ABCDE

Paired/Overlap T-Test for Means, Paired/Overlap Z-Test for Percentages

Uppercase letters indicate significance at the 95% level.

SDGE RES OCTOBER 2012

VISION

CRITICAL

Oct. 18, 2012

PPM ID RES-6

Number of participating retailers, and number of retail store locations by retailer, and other resellers receiving training.

SDG&E Table - 2012

Name of Participating Retailer	Number of Retailers	Number of Stores within Service Territory by Retailer	Number of Stores receiving training
Best Buy	1	13	13
Costco	1	15	15
Kmart	1	6	6
Sears	1	10	10
<b>Subtotal</b>	<b>4</b>	<b>44</b>	<b>44</b>
<b>Grand Total</b>	<b>4</b>	<b>44</b>	<b>44</b>

Reporting Matrix of Market Actors Participating in the Business and Consumer Electronics Program (each IOU to complete individually)														
Category of Market Actors (entity engaged in some aspect of the supply chain for electronics)	Market Actor Category Definition	Market Actor	Number (and percent) of stores within Service Territory		Number (and percent) of stores detailed		Training materials distributed (yes/no)*	Television		Desktop Computers		Computer Monitors		How "double dipping" is avoided
			#	%	#	%		Business	Consumers	Business	Consumers	Business	Consumers	
Retailers	An entity which sells goods to the consumer. Retailers include large businesses such as Wal-Mart, and also smaller, non-chain locations run independently.	Best Buy	13	100% <sup>1</sup>	13	100%	yes		x		x		x	Only incent products sold directly ot the end-customers. Based on tranaction ID number.
		Costco	15	100% <sup>1</sup>	15	100%	yes		x		x		x	
		Kmart	6	100% <sup>1</sup>	6	100%	yes		x					
		Sears	10	100% <sup>1</sup>	10	100%	yes		x					
Buying Groups	An entity that is created to leverage the purchasing power of a group of businesses to obtain discounts from vendors based on the collective buying power of the members. This is a subset of Retailers.													
Manufacturers	An entity that makes a good through a process involving raw materials, components, or assemblies, usually on a large scale. Manufacturers (e.g., H-P, Dell, Sony) sell through many channels, including: direct to end customers (business and consumer), to Distributors, to Value Added Resellers and to Retailers.)													
Distributors	An entity that buys non-competing products or product-lines, warehouses them, and resells them to retailers, value added resellers (VARs) or direct to the end user. Examples include Ingram Micro, SYNEX and Comcast.													

Note: This matrix will be constantly evolving. New products will be added, some may be taken off once market transformation has occurred. Additionally, the Market Actor categories identified may be expanded. For example, when set-top boxes are added to the program, a different set of market actors will need to be engaged (e.g. Comcast).

\* Training materials will be compiled into a portfolio. Materials range from presentations, one-pagers handed to sales associates, on-line training modules, etc.

Table Res-9

Percent kW/kWh/Quantity of incented products under the Advanced Lighting program as compared to the Basic Lighting program, by product type.

Program Subcategory	Product Type	Qty	KWh	KW	Qty - % of Sub Program	kWh - % of Sub Program	kW - % of Sub Program	Qty - % of Combined Basic & Advanced	kWh - % of Combined Basic & Advanced	kW - % of Combined Basic & Advanced
Advanced Lighting	Reflector And/Or Dimmable/3-Way	106,587	6,233,843	852	7.3%	39.5%	46.6%	3.7%	6.5%	7.0%
Advanced Lighting	Covered	160,625	6,986,269	883	11.0%	44.2%	48.3%	5.6%	7.2%	7.2%
Advanced Lighting	Bare Spiral >30 Watts	-	-	-	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Advanced Lighting	Ext Fixture	7,344	1,636,309	-	0.5%	10.4%	0.0%	0.3%	1.7%	0.0%
Advanced Lighting	Int Fixture	4,021	192,533	23	0.3%	1.2%	1.2%	0.1%	0.2%	0.2%
Advanced Lighting	Led Light - Seasonal	1,171,200	33,965	-	80.5%	0.2%	0.0%	41.2%	0.0%	0.0%
Advanced Lighting	Plug-In Cf Lamp	5,089	705,576	71	0.3%	4.5%	3.9%	0.2%	0.7%	0.6%
<b>SUBTOTAL</b>		<b>1,454,866</b>	<b>15,788,495</b>	<b>1,829</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>			
<b>BASIC LIGHTING</b>	<b>Bare Spiral 30 Watts or Less</b>	<b>1,389,269</b>	<b>80,586,602</b>	<b>10,358</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	48.8%	83.6%	85.0%
<b>TOTAL</b>	<b>Combined Advanced and Basic Lighting</b>	<b>2,844,135</b>	<b>96,375,097</b>	<b>12,187</b>				100.0%	100.0%	100.0%

Program Subcategory	Qty	KWh	KW	% Qty of Total 2010 Basic And Advanced	% Kwh of Total 2010 Basic And Advanced	% Kw of Total 2010 Basic And Advanced
ADV	1,454,866	15,788,495	1,829	51.15%	16.38%	15.01%
BASIC	1,389,269	80,586,602	10,358	48.85%	83.62%	84.99%
<b>TOTAL</b>	<b>2,844,135</b>	<b>96,375,097</b>	<b>12,187</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

2010										
Program Subcategory	Product Type	Qty	KWh	KW	Qty - % of Sub Program	kWh - % of Sub Program	kW - % of Sub Program	Qty - % of Combined Basic & Advanced	kWh - % of Combined Basic & Advanced	kW - % of Combined Basic & Advanced
Advance	Reflector	1,266,876	5,720,701	788	87.08%	36.23%	43.11%	44.54%	5.94%	6.47%
Advance	Dimmable	6,422	412,892	46	0.44%	2.62%	2.51%	0.23%	0.43%	0.38%
Advance	Three-way	4,489	134,215	18	0.31%	0.85%	0.98%	0.16%	0.14%	0.15%
Advance	Covered	160,625	6,986,269	883	11.04%	44.25%	48.26%	5.65%	7.25%	7.24%
Advance	Advanced Bare-spiral	16,454	2,534,418	94	1.13%	16.05%	5.15%	0.58%	2.63%	0.77%
Advance	Halogen	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Total Advance</b>	<b>Advance</b>	<b>1,454,866</b>	<b>15,788,495</b>	<b>1,829</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>			
Basic	Basic Bare-spiral	1,389,269	80,586,602	10,358	100.00%	100.00%	100.00%	48.85%	83.62%	84.99%
<b>Total</b>	<b>Combined Advance &amp; Basic</b>	<b>2,844,135</b>	<b>96,375,097</b>	<b>12,187</b>				<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

Program Subcategory	Qty	KWh	KW	% Qty of Total 2010 Basic And Advanced	% Kwh of Total 2010 Basic And Advanced	% Kw of Total 2010 Basic And Advanced
Advance	1,454,866	15,788,495	1,829	51.15%	16.38%	15.01%
Basic	1,389,269	80,586,602	10,358	48.85%	83.62%	84.99%
<b>Total</b>	<b>2,844,135</b>	<b>96,375,097</b>	<b>12,187</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

Table Res-9

Percent kW/kWh/Quantity of incented products under the Advanced Lighting program as compared to the Basic Lighting program, by product type.

Program Subcategory	Product Type	Qty	KWh	KW	Qty - % of Sub Program	kWh - % of Sub Program	kW - % of Sub Program	Qty - % of Combined Basic & Advanced	kWh - % of Combined Basic & Advanced	kW - % of Combined Basic & Advanced
Advanced Lighting	Reflector And/Or Dimmable/3-Way	596,563	26,077,387	3,921	60.2%	73.9%	78.4%	16.1%	16.3%	17.7%
Advanced Lighting	Covered	236,138	7,090,202	814	23.8%	20.1%	16.3%	6.4%	4.4%	3.7%
Advanced Lighting	Bare Spiral >30 Watts	23,311	1,747,679	240	2.4%	5.0%	4.8%	0.6%	1.1%	1.1%
Advanced Lighting	Ext Fixture	500	87,200	-	0.1%	0.2%	0.0%	0.0%	0.1%	0.0%
Advanced Lighting	Int Fixture	9,065	277,608	24	0.9%	0.8%	0.5%	0.2%	0.2%	0.1%
Advanced Lighting	Led Light - Seasonal	125,400	3,635	-	12.7%	0.0%	0.0%	3.4%	0.0%	0.0%
Advanced Lighting	Plug-In Cf Lamp	8	768	-	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>SUBTOTAL</b>		<b>990,985</b>	<b>35,284,479</b>	<b>4,999</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>			
<b>BASIC LIGHTING</b>	<b>Bare Spiral 30 Watts or Less</b>	<b>2,713,667</b>	<b>124,858,187</b>	<b>17,092</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	73.3%	78.0%	77.4%
<b>TOTAL</b>	<b>Combined Advanced and Basic Lighting</b>	<b>3,704,652</b>	<b>160,142,666</b>	<b>22,091</b>				100.0%	100.0%	100.0%

Program Subcategory	Qty	KWh	KW	% Qty of Total 2012 Basic And Advanced	% Kwh of Total 2012 Basic And Advanced	% Kw of Total 2012 Basic And Advanced
ADV	990,985	35,284,479	4,999	26.75%	22.03%	22.63%
BASIC	2,713,667	124,858,187	17,092	73.25%	77.97%	77.37%
<b>TOTAL</b>	<b>3,704,652</b>	<b>160,142,666</b>	<b>22,091</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

2012										
Program Subcategory	Product Type	Qty	KWh	KW	Qty - % of Sub Program	kWh - % of Sub Program	kW - % of Sub Program	Qty - % of Combined Basic & Advanced	kWh - % of Combined Basic & Advanced	kW - % of Combined Basic & Advanced
Advance	Reflector	637,994	22,231,243	3,438	64.38%	63.01%	68.77%	17.22%	13.88%	15.56%
Advance	Dimmable	83,967	3,849,701	483	8.47%	10.91%	9.66%	2.27%	2.40%	2.19%
Advance	Three-way	2	78	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Advance	Covered	236,138	7,090,202	814	23.83%	20.09%	16.28%	6.37%	4.43%	3.68%
Advance	Advanced Bare-spiral	32,884	2,113,255	264	3.32%	5.99%	5.28%	0.89%	1.32%	1.20%
Advance	Halogen	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Total Advance</b>	<b>Advance</b>	<b>990,985</b>	<b>35,284,479</b>	<b>4,999</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>			
Basic	Basic Bare-spiral	2,713,667	124,858,187	17,092	100.00%	100.00%	100.00%	73.25%	77.97%	77.37%
<b>Total</b>	<b>Combined Advance &amp; Basic</b>	<b>3,704,652</b>	<b>160,142,666</b>	<b>22,091</b>				<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

274%      354%      342%

Program Subcategory	Qty	KWh	KW	% Qty of Total 2012 Basic And Advanced	% Kwh of Total 2012 Basic And Advanced	% Kw of Total 2012 Basic And Advanced
Advance	990,985	35,284,479	4,999	26.75%	22.03%	22.63%
Basic	2,713,667	124,858,187	17,092	73.25%	77.97%	77.37%
<b>Total</b>	<b>3,704,652</b>	<b>160,142,666</b>	<b>22,091</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>



## Percentage of Advanced Sub Program Quantity By Distribution Channel

Program Subcategory	Distribution Channel	Qty	Percent	HTR Qty	HTR%
ADVANCED LIGHTING	Discount	47,805	4.8%	23757.6	52.31%
ADVANCED LIGHTING	Drug	-	0.0%	0	0.00%
ADVANCED LIGHTING	Grocery	120,658	12.2%	31721.2	27.67%
ADVANCED LIGHTING	Hardware	4,036	0.4%	0	0.00%
ADVANCED LIGHTING	Home Improvement	289,386	29.3%	265308.8	96.51%
ADVANCED LIGHTING	Large Supermarket	n/a		0	0.00%
ADVANCED LIGHTING	Ltg & Electronics	4,571	0.5%	0	0.00%
ADVANCED LIGHTING	Mass Merchandize	15,127	1.5%	8445.3	58.77%
ADVANCED LIGHTING	Membership Club	504,682	51.2%	0	0.00%
ADVANCED LIGHTING	Other	-	0.0%	0	0.00%
	Grand Total	986,265	100%	329232.9	

## Percentage of Advanced Sub Program Quantity By Hard-To-Reach ZIP Code Classification

Program Subcategory	ZIP Code Classification	Qty	Percent
ADVANCED LIGHTING	Hard-To-Reach	346,562	35.1%
ADVANCED LIGHTING	Non-Hard-To-Reach	639,703	64.9%
ADVANCED LIGHTING	Total	986,265	1

Table Res-11

During 2010-2012, implement marketing efforts and/or campaign to encourage prompt

Metric	Y/N
Implement marketing efforts and/or campaign	Y

Percent of products incented under the Basic Lighting Program by distribution channel\* and by hard-to-reach (HTR)\*\* zip-

Distribution Channel	Quantity	Percent	HTR Qty	HTR%
Discount	292,866	10.8%	127241.1	13.44%
Drug	106,720	3.9%	40356	4.26%
Grocery	348,638	12.8%	220276.5	23.26%
Hardware	59,228	2.2%	3135	0.33%
Home Improvement	584,349	21.5%	523861.15	55.32%
Ltg & Electronics	16,230	0.6%	570	0.06%
Mass Merchandise	102,324	3.8%	31536.8	3.33%
Membership Club	1,202,988	44.3%	0	0.00%
Large Supermarket	-	0.0%	0	0.00%
Other	-	0.0%	0	0.00%
Grand	2,713,343	1		

ZIP Code Classification	Qty	Percent
Hard-To-Reach	996,817	36.7%
Non-Hard-To-Reach	1,716,526	63.3%
Total	2,713,343	

SDGE Table Res-13

Program Subcategory	Qty	kWh	kW	Qty - % of Basic To Adv Ltg	KWH- % of Basic To Adv Ltg	KW - % of Basic To Adv Ltg
BASIC LIGHTING	7,474,709	323,639,936	44,253	103%	405%	432%
ADVANCED LIGHTING	7,256,349	79,877,573	10,253	0%	0%	0%
TOTAL LIGHTING	14,731,058	403,517,509	54,506			

Percentage	EE Knowledge	Percentage	Attitude	Percentage
64.30%	<b>Cash Incentives</b>		<b>Over All Enrollment Experience</b>	
46.50%	Not that all Important	0%	Very Satisfied	95%
40.60%		3%		
29.70%		13%	<b>Time Between Scheduling &amp; Pick Up</b>	
25.60%		19%	Very Satisfied	75%
18.70%	Very Important	64%		
17%			<b>Collection Team</b>	
15.40%	<b>Convenience of Pick Up</b>		Very Satisfied	80%
15.20%	Not that all Important	0%		
7.90%		2%	<b>Incentive Wait Time</b>	
2.50%		0%	Very Satisfied	80%
2.40%		6%		
0.30%	Very Important	91%		
			<b>Incentive Amount</b>	
	<b>Enviornmental Reasons</b>		Very Satisfied	79%
	Not that all Important	4%		
		2%		
		16%		
		14%		
	Very Important	64%		
	<b>Lack of Other Options</b>			
	Not that all Important	21%		
		11%		
		26%		
		17%		
	Very Important	25%		

SDG&amp;E Table

2012 All Units		Size (cubic ft)						Grand Total
		10-14	15-19	20-24	25-27	28-32	Unknown	
Age of Units (years)	Freezer							
	< 10	35	77	15	2	0	0	129
	10-12	71	173	52	2	0	0	298
	13-15	70	134	49	2	0	0	255
	16+	114	247	101	6	2	0	470
	Freezer Total	290	631	217	12	2	0	1152
	Refrigerator							
	< 10	67	1100	482	261	5	0	1915
	10-12	144	1902	999	545	16	0	3606
	13-15	114	1334	706	468	22	0	2644
	16+	80	1038	773	351	21	0	2263
	Refrigerator Total	405	5374	2960	1625	64	0	10428
	Grand Total	695	6005	3177	1637	66	0	11580

2012 Units with Model Numbers Collected		Size (cubic ft)						Grand Total
		10-14	15-19	20-24	25-27	28-32	Unknown	
Age of Units (years)	Freezer							
	< 10	32	77	15	2	0	0	126
	10-12	69	173	52	2	0	0	296
	13-15	69	134	49	2	0	0	254
	16+	111	247	101	6	2	0	467
	Freezer Total	281	631	217	12	2	0	1143
	Refrigerator							
	< 10	65	1099	482	260	5	0	1911
	10-12	140	1899	998	545	16	0	3598
	13-15	113	1332	704	468	22	0	2639
	16+	80	1036	770	351	21	0	2258
	Refrigerator Total	398	5366	2954	1624	64	0	10406
	Grand Total	679	5997	3171	1636	66	0	11549

**PPM ID RES-19 Average of evaluated energy savings per home  
(prescriptive and performance programs)**

**SDG&E Whole House Retrofit Program Year 2012**

		Avg Kw/ home	Avg KWh/ home	Avg Therms/ home
Prescriptive	2012 ITD*	0.13	81	27
	2010	-	-	-
	2011	0.21	130	42
	2012	0.19	114	40
Performance	2012 ITD*	1.00	1,148	136
	2010	-	446	82
	2011	2.00	1,739	178
	2012	1.00	1,258	147

\*ITD: Inception-to-date

kWh kBtu cc      0.293071111  
 Therms to Bt      100066.9607  
 Therms to kl      100.0669607

1																
▼	Opp#	Climate Zone	Building Type	Gross Sq/Ft	Approach	▼	kV	Therms	T24	kWh → k€	Therms → k€	Total k€	kBtu/Sq	kW/Sq		
1	5000881313	7	Office	33,387	Whole Building	67.0	149,923	871	28.9%	511,558.44	87,158.32	598,716.76	17.93	0.00201		
2	5000774392	10	Not Specified	160,000	Systems	28.4	99,942	(102)	10.0%	341,016.21	(10,206.83)	330,809.38	2.07	0.00018		
3	5000785075	7	Education - Primary	72,000	Systems	73.8	142,680	(8)	10.0%	486,844.30	(800.54)	486,043.76	6.75	0.00103		
4	5000785568	10	All Others	124,200	Systems	38.7	135,660	(137)	10.0%	462,891.07	(13,709.17)	449,181.90	3.62	0.00031		
5	5000798332	10	Churches	6,600	Whole Building	14.7	26,007	12	19.4%	88,739.56	1,200.80	89,940.36	13.63	0.00223		
6	5000798903	10	Parking Garage	98,882	Systems	21.4	187,401	0	10.0%	639,438.66	0.00	639,438.66	6.47	0.00022		
7	5000871112	7	Education - Primary	10,400	Whole Building	50.6	50,100	856	30.2%	170,948.27	85,657.32	256,605.59	24.67	0.00487		
8	5000834498	7	Commercial/Industrial	61,000	Whole Building	83.4	79,859	53	10.6%	272,490.18	5,303.55	277,793.73	4.55	0.00137		
9	5000836637	7	Mixed Use - Commerci	259,188	Whole Building	-68.5	612,022	11,366	21.5%	2,088,305.45	1,137,361.08	3,225,666.53	12.45	-0.00026		
10	5000838083	7	Education - College/Un	28,348	Whole Building	67.7	107,511	499	26.1%	366,842.71	49,933.41	416,776.12	14.70	0.00239		
11	5000842728	7	Grocery Store	22,855	Whole Building	22.7	34,364	920	13.2%	117,254.82	92,061.60	209,316.42	9.16	0.00099		
12	5000842919	10	Retail and Wholesale S	17,109	Systems	14.0	50,317	(255)	10.0%	171,688.71	(25,517.07)	146,171.63	8.54	0.00082		
13	5000843882	10	Retail and Wholesale S	13,225	Systems	14.9	32,917	(105)	10.0%	112,317.45	(10,507.03)	101,810.42	7.70	0.00113		
14	5000844217	10	Education - Primary	4,131	Systems	8.2	7,945	(7)	10.0%	27,109.46	(700.47)	26,408.99	6.39	0.00198		
15	5000844432	10	Education - Primary	2,658	Systems	1.0	2,844	(7)	10.0%	9,704.13	(700.47)	9,003.66	3.39	0.00038		
16	5000845039	7	Mixed Use - Commerci	240,128	Whole Building	-36.8	578,587	1,475	20.9%	1,974,220.52	147,598.77	2,121,819.28	8.84	-0.00015		
17	5000846270	7	Offices	49,791	Systems	17.0	63,477	(1,161)	10.0%	216,592.48	(116,177.74)	100,414.74	2.02	0.00034		
18	5000851492	7	parking garage	241,000	Systems	39.2	343,180	0	10.0%	1,170,978.60	0.00	1,170,978.60	4.86	0.00016		
19	5000851687	7	Education - College/Un	3,500	Systems	0.7	1,978	(6)	10.0%	6,749.22	(600.40)	6,148.81	1.76	0.00020		
20	5000851929	7	Parking Garage	268,596	Systems	81.0	529,256	0	10.0%	1,805,896.18	0.00	1,805,896.18	6.72	0.00030		
21	5000853412	7	parking garage	220,232	Systems	41.9	366,900	0	10.0%	1,251,914.59	0.00	1,251,914.59	5.68	0.00019		
22	5000853542	7	Agricultural Building	120,000	Systems	28.4	78,851	0	10.0%	269,050.74	0.00	269,050.74	2.24	0.00024		
23	5000854212	7	Restaurant	4,500	Systems	1.3	6,381	0	10.0%	21,772.87	0.00	21,772.87	4.84	0.00029		
24	5000854557	10	Police Station or Fire S	115,832	Systems	12.0	104,493	0	10.0%	356,544.87	0.00	356,544.87	3.08	0.00010		
25	5000866767	7	Commercial/Industrial	44,381	Systems	10.6	71,051	708,450	10.0%	242,436.04	70,892,438.30	71,134,874.34	1,602.82	0.00024		
26	5000872037	7	Offices	9,510	Systems	2.8	8,690	0	10.0%	29,651.51	0.00	29,651.51	3.12	0.00029		
27	5000873816	7	parking garage	140,361	Systems	38.8	289,145	0	10.0%	986,603.55	0.00	986,603.55	7.03	0.00028		
28	5000874034	10	parking garage	405,583	Systems	100.8	755,837	0	10.0%	2,579,022.54	0.00	2,579,022.54	6.36	0.00025		
29	5000874384	7	Passenger Terminal	46790	Whole Building	19.2	68,767	6,706	24.3%	234,642.71	671,049.04	905,691.75	19.36	0.00041		
30	5000878102	10	Education - Primary	18646	Whole Building	47.4	75,949	94	19.7%	259,148.71	9,406.29	268,555.00	14.40	0.00254		
31	5000879733	10	Medical - Office Buildin	84000	Whole Building	102.3	198,972	4,473	23.9%	678,920.55	447,599.52	1,126,520.07	13.41	0.00122		
32	5000880194	10	Education - College/Un	50000	Whole Building	107.9	142,646	161	24.7%	486,728.29	16,110.78	502,839.07	10.06	0.00216		
33	5000881177	10	Assembly and Confere	11000	Whole Building	29.7	36,215	91	23.2%	123,570.69	9,106.09	132,676.79	12.06	0.00270		
34	5000881376	7	Education - Primary	6945	Whole Building	31.0	51,881	485	39.6%	177,025.30	48,532.48	225,557.77	32.48	0.00446		
35	5000882976	10	Not Specified	147000	Whole Building	263.1	251,274	9,987	18.4%	857,382.36	999,368.74	1,856,751.09	12.63	0.00179		
36	5000884650	7	Parking Garage	250000	Systems	50.4	314,344	0	10.0%	1,072,586.10	0.00	1,072,586.10	4.29	0.00020		
37	5000883207	7	Education - Primary	32000	Whole Building	42.6	70,733	82	17.0%	241,350.98	8,205.49	249,556.47	7.80	0.00133		
38	5000883258	8	Exercise, Center, Gymr	7052	Whole Building	12.6	21,168	0	23.1%	72,228.20	0.00	72,228.20	10.24	0.00179		
39	5000883657	10	Education - College/Un	55000	Systems	24.6	99,789	123	10.0%	340,494.15	12,308.24	352,802.39	6.41	0.00045		
40	5000883786	10	Exercise, Center, Gymr	42738	Systems	7.7	22,625	0	10.0%	77,199.69	0.00	77,199.69	1.81	0.00018		
41	5000884243	7	Mixed Use - Commerci	111555	Systems	5.2	26,222	34	10.0%	89,473.17	3,402.28	92,875.44	0.83	0.00005		
42	5000882990	7	Education - College/Un	79494	Whole Building	132.1	260,953	2,691	23.8%	890,408.47	269,280.19	1,159,688.66	14.59	0.00166		
43	5000886059	7	Assembly and Confere	18003	Whole Building	41.7	70,910	730	33.0%	241,954.93	73,048.88	315,003.81	17.50	0.00232		
44	5000887953	7	Education - Primary	213000	Whole Building	720.7	454,394	10,957	21.1%	1,550,456.47	1,096,433.69	2,646,890.16	12.43	0.00338		
45	5000888009	7	Parking Garage	37847	Systems	7.7	26,188	0	10.0%	89,357.15	0.00	89,357.15	2.36	0.00020		
46	5000888304	7	Convention, Conferenc	11175	Whole Building	35.7	56,762	0	23.9%	193,679.96	0.00	193,679.96	17.33	0.00319		
47	5000889171	7	Offices	20000	Whole Building	12.4	28,176	212	35.6%	96,140.49	21,214.20	117,354.68	5.87	0.00062		
48	5000889331	10	Education - College/U	26972	Whole Building	136.4	194,051	(241)	40.7%	662,129.40	(24,116.14)	638,013.27	23.65	0.00506		
49	5000889944	7	Medical - Office Buildi	27976	Whole Building	62.1	338,529	(1,049)	25.4%	1,155,108.73	(104,970.24)	1,050,138.49	37.54	0.00222		

50	5000890988	7	Education - Primary	85287 Whole Building	173.1	424,222	533	29.2%	1,447,505.35	53,335.69	1,500,841.04	17.60	0.00203
51	5000891473	10	Commercial/Industrial	17500 Whole Building	24.8	53,003	147	22.1%	180,853.72	14,709.84	195,563.56	11.18	0.00142
52	5000891572	7	Offices	200506 Systems	66.1	230,213	(25)	10.0%	785,519.25	(2,501.67)	783,017.58	3.91	0.00033
53	5000896115	7	Offices	146272 Whole Building	215.3	582,573	(2,254)	27.8%	1,987,821.31	(225,550.93)	1,762,270.38	12.05	0.00147
54	5000897272	7	Offices	146173 Whole Building	212.9	561,910	(646)	28.4%	1,917,316.24	(64,643.26)	1,852,672.98	12.67	0.00146
55	5000898716	10	Education - College/U	19553 Whole Building	18.9	60,098	(161)	21.1%	205,062.86	(16,110.78)	188,952.08	9.66	0.00097
56	5000835776	7	Churches	6203 Whole Building	12.1	21,726	316	24.1%	74,132.18	31,621.16	105,753.34	17.05	0.00195
57	5000908594	7	Offices	34661 Whole Building	57.7	121,122	899	20.4%	413,285.36	89,960.20	503,245.56	14.52	0.00166
58	5000911125	7	Mixed Use - Commer	4518 Whole Building	7.4	17,975	62	16.2%	61,333.24	6,204.15	67,537.39	14.95	0.00164
59	5000942288	7	Medical - Hospital	274000 Whole Building	418.8	1,837,039	(1,777)	15.3%	6,268,236.38	(177,818.99)	6,090,417.39	22.23	0.00153
60	5000827487	7	Grocery Store	30100 Whole Building	22.6	234,931	501	0.0%	801,617.73	50,133.55	851,751.28	28.30	0.00075
61	5000966563	7	Grocery Store	48306 Whole Building	47.9	412,625	(2,793)	0.0%	1,407,934.74	(279,487.02)	1,128,447.72	23.36	0.00099
62	5000883367	8	All Others	69860 Whole Building	40.0	163,077	2,816	20.0%	556,441.74	281,788.56	838,230.30	12.00	0.00057
63	5000883329	8	All Others	76266 Whole Building	35.4	137,611	3,154	18.0%	469,548.16	315,611.19	785,159.35	10.30	0.00046
64	5000883319	8	All Others	188140 Whole Building	106.0	413,373	8,791	20.4%	1,410,487.03	879,688.65	2,290,175.68	12.17	0.00056
65	5000917404	7	Offices	83522 Whole Building	67.4	203,194	6,180	20.7%	693,326.61	618,413.82	1,311,740.43	15.71	0.00081
66	5000917365	7	Commercial and Indus	70077 Whole Building	53.6	54,061	224	15.3%	184,463.76	22,415.00	206,878.76	2.95	0.00076
67	5000917329	7	Education - Secondar	20213 Whole Building	14.5	98,389	1,724	31.7%	335,717.16	172,515.44	508,232.60	25.14	0.00072
68	5000903454	7	Commercial and Indus	18995 Whole Building	0.0	79,870	4,292	28.4%	272,527.71	429,487.40	702,015.11	36.96	0.00000
69	5000911426	7	Offices	272718 Whole Building	134.5	342,575	(5,667)	18.1%	1,168,914.26	(567,079.47)	601,834.79	2.21	0.00049
70	5000914941	10	Laboratory	28555 Whole Building	25.9	68,881	0	21.5%	235,031.70	0.00	235,031.70	8.23	0.00091
71	5000889330	7	Education - Primary	69432 Whole Building	186.1	314,272	891	26.9%	1,072,340.43	89,159.66	1,161,500.09	16.73	0.00268
72	5000980703	7	Police Station or Fire	13000 Whole Building	10.8	13,988	198	13.8%	47,729.03	19,813.26	67,542.29	5.20	0.00083
73	5000871216	10	Police Station or Fire	12000 Systems	1.0	2,801	12	10.0%	9,557.41	1,200.80	10,758.21	0.90	0.00008
74	5000941925	10	Offices	85074 Whole Building	217.6	517,199	(3,592)	31.8%	1,764,755.99	(359,440.52)	1,405,315.47	16.52	0.00256
75	5000869857	7	Police Station or Fire	25000 Whole Building	28.6	101,381	1,571	40.4%	345,926.28	157,205.20	503,131.48	20.13	0.00114
76	5000869849	7	Education - Secondar	19276 Whole Building	16.6	45,989	2,398	17.7%	156,920.96	239,960.57	396,881.53	20.59	0.00086
77	5000888800	7	Mixed Use - Commer	15000 Whole Building	27.6	72,274	254	27.3%	246,609.09	25,417.01	272,026.10	18.14	0.00184
78	5000869829	8	Education - Secondar	50000 Whole Building	50.8	138,928	1,840	22.6%	474,041.95	184,123.21	658,165.15	13.16	0.00102
79	5000901432	7	Parking Garage	476098 Systems	151.7	910,345	0	10.0%	3,106,225.64	0.00	3,106,225.64	6.52	0.00032
80	5000973772	10	Commercial/Industrial	262000 Whole Building	511.7	3,331,814	0	10.0%	11,368,619.68	0.00	11,368,619.68	43.39	0.00195
81	5001015321	10	Civic Meeting Place	90456 Whole Building	60.9	96,566	1,359	10.6%	329,496.82	135,991.00	465,487.82	5.15	0.00067
82	5000889291	7	Civic Meeting Place	12845 Whole Building	8.8	15,076	310	14.5%	51,441.44	31,020.76	82,462.20	6.42	0.00069
83	5000873965	10	Medical - Office Buildi	154659 Whole Building	0.0	373,012	21	17.2%	1,272,769.60	2,101.41	1,274,871.00	8.24	0.00000
84	5000888363	7	Education - Primary	240000 Whole Building	142.8	445,876	4,177	20.8%	1,521,391.85	417,979.69	1,939,371.55	8.08	0.00060
85	5000873518	7	Mixed Use - Commer	41626 Whole Building	18.5	39,130	620	10.1%	133,517.08	62,041.52	195,558.60	4.70	0.00044
86	5000872237	7	Medical - Office Buildi	56993 Systems	9.0	23,450	0	10.0%	80,014.71	0.00	80,014.71	1.40	0.00016
87	5000824254	7	Grocery Store	12300 Whole Building	48.9	337,683	0	10.0%	1,152,222.06	0.00	1,152,222.06	93.68	0.00398
88	5001015321	7	Civic Meeting Place	90456 Whole Building	60.9	96,566	1,359	10.6%	329,496.82	135,991.00	465,487.82	5.15	0.00067
89	5000896311	10	Parking Garage	278671 Systems	49.0	429,378	0	10.0%	1,465,098.35	0.00	1,465,098.35	5.26	0.00018
90	5000872163	10	Offices	99500 Systems	13.4	44,765	(480)	10.0%	152,744.50	(48,032.14)	104,712.36	1.05	0.00013
91	5000871075	7	Education - Primary	60000 Whole Building	59.5	83,860	219	22.3%	286,142.16	21,914.66	308,056.82	5.13	0.00099
92	5000888324	7	Education - College/U	50000 Whole Building	182.5	234,120	2,059	21.4%	798,850.49	206,037.87	1,004,888.36	20.10	0.00365
93	5000871565	7	Hotels and Motels	44000 Whole Building	90.0	114,292	165	21.2%	389,980.44	16,511.05	406,491.49	9.24	0.00205
94	5000888263	10	Offices	120000 Whole Building	367.2	187,707	457	18.2%	640,482.78	45,730.60	686,213.38	5.72	0.00306
95	5001049061	7	Laboratory	173000 Whole Building	399.9	2,066,518	143,653	18.0%	7,051,251.12	14,374,919.10	21,426,170.22	123.85	0.00231
96	5000898074	7	Retail and Wholesale	71600 Whole Building	86.6	480,062	(20)	10.0%	1,638,039.31	(2,001.34)	1,636,037.97	22.85	0.00121
97	5000898399	7	Grocery Store	14196 Whole Building	32.6	201,445	9,200	10.0%	687,358.78	920,616.04	1,607,974.81	113.27	0.00230
98	5000898442	7	Grocery Store	13800 Whole Building	31.5	185,663	8,398	10.0%	633,508.36	840,362.34	1,473,870.70	106.80	0.00228
99	5000898850	10	Grocery Store	14100 Whole Building	20.9	161,933	6,508	10.0%	552,538.25	651,235.78	1,203,774.03	85.37	0.00148

100	5001017639	7	Parking Lot	66370 Systems	0.0	45,443	0	10.0%	155,057.93	0.00	155,057.93	2.34	0.00000
101	5000898094	7	Grocery store	54631 Whole Building	67.4	750,463	7,539	10.0%	2,560,685.69	754,404.82	3,315,090.51	60.68	0.00123
102	5000901883	7	Grocery Store	13900 Whole Building	40.0	240,918	7,336	10.0%	822,046.22	734,091.22	1,556,137.45	111.95	0.00288
103	5000897322	7	Retail and Wholesale	108394 Whole Building	114.6	497,331	(3,949)	10.0%	1,696,963.57	(395,164.43)	1,301,799.15	12.01	0.00106
104	5000904501	7	Day Care	12155 Whole Building	19.8	28,648	0	16.5%	97,751.02	0.00	97,751.02	8.04	0.00163
105	5000870249	7	Laboratory	43448 Whole Building	0.0	64,787	5,338	10.2%	221,062.39	534,157.44	755,219.83	17.38	0.00000
106	5000842668	7	Retail and Wholesale	5868 Systems	3.2	8,640	(27)	10.0%	29,480.90	(2,701.81)	26,779.09	4.56	0.00055
107	5000773442	7	Education - Primary	65000 Whole Building	39.1	266,174	1,894	25.8%	908,223.26	189,526.82	1,097,750.08	16.89	0.00060
108	5000903489	7	Laboratory	121104 Whole Building	681.6	675,715	2,427	30.7%	2,305,634.96	242,862.51	2,548,497.48	21.04	0.00563
109	5000890353	10	Education - Primary	39431 Whole Building	183.9	251,830	444	30.8%	859,279.51	44,429.73	903,709.24	22.92	0.00466
110	5000873522	7	Education - Primary	37539 Whole Building	171.1	229,220	480	25.8%	782,131.00	48,032.14	830,163.14	22.11	0.00456
111	5000891076	10	Education - Primary	53262 Whole Building	201.9	287,130	(83)	33.2%	979,728.09	(8,305.56)	971,422.53	18.24	0.00379
112	5000892298	10	Education - College/U	100573 Whole Building	90.3	350,177	2,826	21.6%	1,194,853.35	282,789.23	1,477,642.58	14.69	0.00090
113	5001029591	10	Education - College/U	390000 Systems	19.0	304,332	0	10.0%	1,038,423.74	0.00	1,038,423.74	2.66	0.00005
114	5000869771	7	Offices	18800 Whole Building	15.6	36,690	349	14.0%	125,191.46	34,923.37	160,114.83	8.52	0.00083
115	5000869900	10	Education - Primary	70000 Whole Building	87.4	165,690	287	16.1%	565,357.67	28,719.22	594,076.89	8.49	0.00125
116	5000872080	7	Commercial/Industrial	4170 Whole Building	3.8	4,250	54	10.3%	14,501.60	5,403.62	19,905.22	4.77	0.00091
117	5000866762	7	All Others	2000 Systems	17.5	55,979	252,866	10.0%	191,008.25	25,303,532.08	25,494,540.33	12,747.27	0.00875
118	5000908134	7	Offices	145657 Whole Building	142.9	610,284	(3,849)	25.1%	2,082,375.15	(385,157.73)	1,697,217.42	11.65	0.00098
119	5000908288	7	Offices	145728 Whole Building	106.4	534,696	(2,424)	23.0%	1,824,458.23	(242,562.31)	1,581,895.92	10.86	0.00073
120	5000895885	7	Restaurant	7682 Systems	9.1	35,335	(95)	10.0%	120,568.01	(9,506.36)	111,061.65	14.46	0.00118
121	5000873463	7	Education - Primary	3244 Whole Building	10.8	12,140	202	12.3%	41,423.39	20,213.53	61,636.92	19.00	0.00333
122	5000871851	7	Retail and Wholesale	4100 Systems	3.0	8,427	(35)	10.0%	28,754.11	(3,502.34)	25,251.77	6.16	0.00073
123	5000888746	7	Offices	55542 Whole Building	65.8	122,480	2,416	21.0%	417,919.05	241,761.78	659,680.83	11.88	0.00118
124	5000873485	7	Education - Primary	37116 Systems	1.4	1,388	0	10.0%	4,736.05	0.00	4,736.05	0.13	0.00004
125	5000889268	7	Education - Primary	13022 Whole Building	38.0	58,131	43	23.7%	198,351.18	4,302.88	202,654.06	15.56	0.00292
126	5000871044	10	Education - College/U	46600 Systems	13.7	71,443	167	10.0%	243,773.60	16,711.18	260,484.78	5.59	0.00029
127	5000871054	10	Education - College/U	46600 Whole Building	46.2	147,615	1,387	27.7%	503,683.22	138,792.87	642,476.09	13.79	0.00099
128	5000869796	7	Exercise, Center, Gym	19000 Whole Building	3.8	63,586	113	22.6%	216,964.41	11,307.57	228,271.97	12.01	0.00020
129	5000871406	7	Mixed Use - Commercial	67222 Whole Building	45.8	159,258	2,161	18.4%	543,410.78	216,244.70	759,655.48	11.30	0.00068
130	5000874366	10	Education - College/U	11724 Whole Building	23.3	32,162	368	24.8%	109,741.28	36,824.64	146,565.93	12.50	0.00199
131	5000878430	10	Education - Primary	14352 Whole Building	32.1	61,306	175	22.5%	209,184.73	17,511.72	226,696.44	15.80	0.00224
132	5000879802	10	Education - Primary	14487 Whole Building	26.4	42,553	139	18.5%	145,196.84	13,909.31	159,106.15	10.98	0.00182
133	5000895388	10	Education - Primary	14487 Whole Building	24.0	39,726	137	17.2%	135,550.72	13,709.17	149,259.89	10.30	0.00166
134	5001052262	7	Restaurant	1800 Systems	1.5	5,011	3,347	10.0%	17,098.24	334,924.12	352,022.36	195.57	0.00083
135	5001039931	7	Education - Primary	6536 Whole Building	20.0	49,055	1,756	42.9%	167,382.58	175,717.58	343,100.17	52.49	0.00306
136	5001116258	7	Mixed Use - Commercial	359744 Systems	1.2	(7,102)	898	10.0%	(24,233.03)	89,860.13	65,627.10	0.18	0.00000
137	5000893460	7	Parking Garage	127854 Systems	35.9	314,113	0	10.0%	1,071,797.90	0.00	1,071,797.90	8.38	0.00028
138	5000877967	7	Education - Primary	20520 Whole Building	29.5	64,640	546	19.1%	220,560.80	54,636.56	275,197.36	13.41	0.00144
139	5000961225	7	Offices	18960 Whole Building	7.7	40,808	0	13.4%	139,242.66	0.00	139,242.66	7.34	0.00041
140	5000961224	7	Offices	24630 Whole Building	12.9	42,249	1	14.3%	144,159.55	100.07	144,259.62	5.86	0.00052
141	5000871727	7	Education - Primary	23724 Whole Building	57.9	78,936	1,102	19.8%	269,340.77	110,273.79	379,614.57	16.00	0.00244
142	5000881585	7	Education - Primary	20520 Whole Building	40.9	77,479	975	22.8%	264,369.28	97,565.29	361,934.57	17.64	0.00199
143	5000878351	10	Education - Primary	14352 Whole Building	22.1	53,721	126	20.8%	183,303.64	12,608.44	195,912.07	13.65	0.00154
144	5000795293	7	Offices	76969 Systems	10.5	29,786	0	10.0%	101,634.04	0.00	101,634.04	1.32	0.00014
145	5000835295	10	Offices	56095 Whole Building	25.7	108,974	3,307	16.3%	371,834.67	330,921.44	702,756.11	12.53	0.00046
146	5000773392	7	Education - Primary	8166 Whole Building	12.4	16,847	(2)	14.2%	57,484.34	(200.13)	57,284.21	7.01	0.00152
147	5000881584	7	Education - Primary	14456 Whole Building	34.6	67,698	74	26.9%	230,995.13	7,404.96	238,400.09	16.49	0.00239
148	5001030281	10	restaurant	1976 Systems	2.0	7,587	2,493	10.0%	25,887.91	249,466.93	275,354.85	139.35	0.00101
149	5000896976	6	Restaurant	2154 Systems	0.6	3,541	2,536	10.0%	12,082.39	253,769.81	265,852.20	123.42	0.00028



150	5000824145	10	Medical - Hospital	669814 Whole Building	591.9	4,125,672	(5,394)	12.5%	14,077,375.23	(539,761.19)	13,537,614.04	20.21	0.00088
151	5000891104	10	Education - College/U	149352 Whole Building	139.6	295,566	1,654	15.1%	1,008,512.91	165,510.75	1,174,023.67	7.86	0.00093
152	5001069979	7	Education - Primary	34006 Whole Building	46.1	101,913	104	25.9%	347,741.54	10,406.96	358,148.51	10.53	0.00136
153	5000951166	10	Churches	58700 Whole Building	48.2	143,178	(144)	13.3%	488,543.55	(14,409.64)	474,133.90	8.08	0.00082
154	5000872206	7	Not Specified	143972 Systems	15.5	44,044	(36)	10.0%	150,284.35	(3,602.41)	146,681.93	1.02	0.00011
155	5000871245	6	Exhibit, Museum	9558 Systems	25.7	85,647	46,015	10.0%	292,239.65	4,604,581.20	4,896,820.85	512.33	0.00269
156	5001135837	7	Education - Primary	4768 Whole Building	12.5	24,535	92	22.9%	83,716.88	9,206.16	92,923.04	19.49	0.00262
157	5000908178	7	Offices	14574 Whole Building	22.5	67,994	220	23.0%	232,005.13	22,014.73	254,019.86	17.43	0.00154
158	5000772734	10	Education - Primary	17762 Whole Building	63.4	100,157	(72)	30.6%	341,749.82	(7,204.82)	334,545.00	18.83	0.00357
159	5001103806	7	Parking Lot	29219 Systems	0.0	12,505	0	10.0%	42,668.83	0.00	42,668.83	1.46	0.00000
160	5000913847	7	Library	17945 Whole Building	15.3	28,647	677	11.9%	97,747.61	67,745.33	165,492.94	9.22	0.00085
161	5000918856	7	All Others	198917 Whole Building	37.2	217,739	10,641	16.3%	742,956.20	1,064,812.53	1,807,768.73	9.09	0.00019
162	5000871688	7	Education - Primary	7237 Whole Building	8.0	11,353	593	13.4%	38,738.04	59,339.71	98,077.75	13.55	0.00111
163	5000891189	10	Education - Primary	8772 Whole Building	9.4	19,512	155	12.6%	66,577.70	15,510.38	82,088.08	9.36	0.00107
164	5001140824	7	Education - Primary	35000 Whole Building	20.5	26,837	995	32.0%	91,571.63	99,566.63	191,138.26	5.46	0.00059
165	5000887957	7	Education - Primary	80698 Whole Building	105.3	245,527	435	31.0%	837,772.78	43,529.13	881,301.91	10.92	0.00130
166	5000924387	7	Education - College/U	77485 Whole Building	59.0	125,892	8,197	18.7%	429,561.27	820,248.88	1,249,810.15	16.13	0.00076
167	5000924404	7	Education - College/U	129285 Systems	22.8	101,892	0	10.0%	347,669.89	0.00	347,669.89	2.69	0.00018
168	5000889332	7	Parking Garage	341647 Systems	100.8	647,819	0	10.0%	2,210,449.87	0.00	2,210,449.87	6.47	0.00029
169	5000888890	7	Education - College/U	60892 Whole Building	88.4	214,924	3,820	24.3%	733,351.03	382,255.79	1,115,606.82	18.32	0.00145
170	5000870291	10	Laboratory	6238 Whole Building	9.8	20,042	1,240	18.6%	68,386.13	124,083.03	192,469.16	30.85	0.00157
171	5000932034	7	parking garage	270000 Systems	71.0	354,536	0	10.0%	1,209,726.88	0.00	1,209,726.88	4.48	0.00026
172	5000850530	7	All Others	203006 Whole Building	47.2	247,004	14,456	21.7%	842,812.51	1,446,567.98	2,289,380.50	11.28	0.00023
173	5000849960	7	All Others	151542 Whole Building	101.3	387,915	12,989	15.9%	1,323,620.74	1,299,769.75	2,623,390.49	17.31	0.00067
174	5000913882	10	Education - Primary	40000 Whole Building	112.2	154,349	2,099	27.3%	526,660.58	210,040.55	736,701.13	18.42	0.00281
175	5000873874	10	Education - Primary	35480 Whole Building	100.7	179,249	3	27.6%	611,622.89	300.20	611,923.09	17.25	0.00284
176	5001040081	10	Education - Primary	20984 Whole Building	52.8	73,873	41	21.3%	252,065.10	4,102.75	256,167.85	12.21	0.00252
177	5001024224	10	Education - Primary	26720 Whole Building	43.0	143,593	0	28.3%	489,959.59	0.00	489,959.59	18.34	0.00161
178	5000917581	7	Education - College/U	96371 Whole Building	51.3	208,847	(395)	13.9%	712,615.44	(39,526.45)	673,088.99	6.98	0.00053
179	5000888596	7	Education - College/U	51880 Whole Building	129.0	393,240	(1,422)	36.2%	1,341,790.39	(142,295.22)	1,199,495.17	23.12	0.00249
180	5000850487	7	All Others	101392 Whole Building	27.6	150,911	8,755	23.8%	514,929.63	876,086.24	1,391,015.87	13.72	0.00027
181	5000849492	7	All Others	360886 Whole Building	215.6	978,908	17,412	16.7%	3,340,172.28	1,742,365.92	5,082,538.19	14.08	0.00060
182	5000837612	7	All Others	257024 Whole Building	145.6	938,041	12,173	18.8%	3,200,728.30	1,218,115.11	4,418,843.42	17.19	0.00057
183	5001086915	7	Restaurant	2769 Systems	0.6	3,282	(640)	10.0%	11,198.65	(64,042.85)	(52,844.21)	(19.08)	0.00022
184	5001060926	7	Restaurant	3000 Systems	1.8	7,258	(33)	10.0%	24,765.32	(3,302.21)	21,463.11	7.15	0.00060
185	5000871628	7	Churches	9454 Whole Building	12.7	35,159	264	20.7%	119,967.47	26,417.68	146,385.15	15.48	0.00134
186	5000909990	7	Parking Garage	117229 Systems	18.6	169,140	0	10.0%	577,129.56	0.00	577,129.56	4.92	0.00016
187	5001001787	7	Parking Garage	3000000 Systems	113.7	961,136	0	10.0%	3,279,531.70	0.00	3,279,531.70	1.09	0.00004
188	5000917641	7	Education - College/U	8000 Whole Building	1.1	10,649	760	14.7%	36,335.89	76,050.89	112,386.78	14.05	0.00014
189	5000890332	10	Parking Garage	165000 Systems	43.6	382,237	0	10.0%	1,304,246.60	0.00	1,304,246.60	7.90	0.00026
190	5000888744	8	Library	85658 Whole Building	61.3	131,661	2,723	12.3%	449,245.92	272,482.33	721,728.25	8.43	0.00072
191	5000946394	10	Dormitories	160000 Whole Building	12.6	208,247	6,669	28.8%	710,568.16	667,346.56	1,377,914.72	8.61	0.00008
192	5001106113	10	Parking Lot	198889 Systems	0.0	24,002	0	10.0%	81,898.21	0.00	81,898.21	0.41	0.00000
193	5000924034	7	Education - College/U	80268 Whole Building	177.9	248,754	1,192	22.6%	848,783.76	119,279.82	968,063.58	12.06	0.00222
194	5000869377	6	Police Station or Fire	15814 Whole Building	12.0	19,595	120	13.3%	66,860.91	12,008.04	78,868.94	4.99	0.00076
195	5001023750	7	restaurant	1921 Systems	1.1	4,015	2,567	10.0%	13,699.75	256,871.89	270,571.63	140.85	0.00057
196	5000947526	7	Day Care	28815 Whole Building	22.9	113,996	1,570	25.3%	388,970.44	157,105.13	546,075.57	18.95	0.00079
197	5000929308	10	Education - Primary	17456 Whole Building	51.4	75,442	199	18.6%	257,418.75	19,913.33	277,332.08	15.89	0.00294
198	5000852904	7	Education - Primary	12785 Whole Building	10.7	30,572	26	20.1%	104,315.98	2,601.74	106,917.72	8.36	0.00084
199	5001023697	8	Retail and Wholesale	4350 Systems	3.7	12,175	0	10.0%	41,542.82	0.00	41,542.82	9.55	0.00085

200	5000835238	8	Day Care	22374 Whole Building	42.8	110,940	706	33.6%	378,542.94	70,647.27	449,190.21	20.08	0.00191
201	5000891220	7	Education - Primary	11160 Whole Building	12.4	44,405	310	31.1%	151,516.13	31,020.76	182,536.89	16.36	0.00111
202	5000891238	7	Education - Primary	3367 Whole Building	3.8	9,972	60	18.8%	34,025.87	6,004.02	40,029.89	11.89	0.00113
203	5000866420	7	Education - Primary	13724 Whole Building	71.4	75,178	379	30.8%	256,517.95	37,925.38	294,443.33	21.45	0.00520
204	5000891457	7	Education - Primary	23059 Whole Building	24.1	79,093	(22)	22.0%	269,876.48	(2,201.47)	267,675.01	11.61	0.00105
205	5000996306	7	Grocery Store	56900 Whole Building	77.5	638,512	(7,415)	10.0%	2,178,693.07	(741,996.51)	1,436,696.56	25.25	0.00136
206	5000921228	7	Grocery Store	44600 Whole Building	41.3	320,196	(1,410)	10.0%	1,092,553.95	(141,094.41)	951,459.54	21.33	0.00093
207	5000935488	7	Grocery Store	10606 Whole Building	28.3	193,942	8,109	10.0%	661,757.48	811,442.98	1,473,200.46	138.90	0.00267
208	5000986130	10	Retail and Wholesale	148457 Whole Building	144.2	637,440	10,437	10.0%	2,175,035.26	1,044,398.87	3,219,434.13	21.69	0.00097
209	5000879990	7	Assembly and Confer	60200 Whole Building	84.2	601,622	0	10.0%	2,052,819.19	0.00	2,052,819.19	34.10	0.00140
210	5000890418	10	Grocery store	52042 Whole Building	53.7	395,737	(6,144)	10.0%	1,350,310.50	(614,811.41)	735,499.10	14.13	0.00103
211	5000871873	10	Not Specified	100000 Systems	2.1	2,914	0	10.0%	9,942.98	0.00	9,942.98	0.10	0.00002
212	5000889673	10	Education - Primary	24213 Whole Building	49.6	113,614	(41)	26.9%	387,667.01	(4,102.75)	383,564.26	15.84	0.00205
213	5000888823	7	Education - Primary	35000 Whole Building	106.9	190,362	151	39.9%	649,542.01	15,110.11	664,652.13	18.99	0.00305
214	5000871945	7	Education - Primary	10000 Systems	3.5	6,096	0	10.0%	20,800.41	0.00	20,800.41	2.08	0.00035
215	5001110492	7	All Others	17342 Systems	1.0	7,010	(55)	10.0%	23,919.11	(5,503.68)	18,415.43	1.06	0.00006
216	5000897041	7	Education - Primary	8700 Whole Building	6.7	17,125	25	15.8%	58,432.92	2,501.67	60,934.59	7.00	0.00077
217	5001050819	6	Restaurant	2600 Systems	1.6	6,856	(24)	10.0%	23,393.64	(2,401.61)	20,992.03	8.07	0.00062
218	5000854574	10	Education - Primary	44500 Whole Building	14.6	130,916	758	20.9%	446,703.87	75,850.76	522,554.63	11.74	0.00033
219	5001143244	10	Education - Primary	50665 Whole Building	73.6	79,106	6,036	16.1%	269,920.84	604,004.17	873,925.01	17.25	0.00145
220	5001014030	7	Laboratory	88900 Whole Building	135.8	233,084	(435)	10.0%	795,315.51	(43,529.13)	751,786.38	8.46	0.00153
221	5000901212	7	Laboratory	113551 Whole Building	29.9	673,762	3,733	28.9%	2,298,971.05	373,549.96	2,672,521.01	23.54	0.00026
222	5001127245	7	Parking Garage	85459 Systems	24.2	158,755	0	10.0%	541,694.47	0.00	541,694.47	6.34	0.00028
223	5000875780	7	Education - Primary	32008 Whole Building	48.3	137,711	422	33.9%	469,889.37	42,228.26	512,117.63	16.00	0.00151
224	5000888830	7	Education - Primary	29211 Whole Building	81.1	216,006	63	37.1%	737,042.96	6,304.22	743,347.18	25.45	0.00278
225	5001061173	7	Retail and Wholesale	10115 Systems	5.1	18,116	0	10.0%	61,814.35	0.00	61,814.35	6.11	0.00050
226	5000888785	7	Education - Secondar	7200 Whole Building	6.7	10,768	0	22.1%	36,741.94	0.00	36,741.94	5.10	0.00093
227	5000910021	7	Medical - Office Buildi	65000 Whole Building	55.8	254,654	(4,027)	16.8%	868,915.39	(402,969.65)	465,945.74	7.17	0.00086
228	5001104111	7	Retail and Wholesale	45080 Systems	23.5	83,515	(58)	10.0%	284,964.97	(5,803.88)	279,161.08	6.19	0.00052
229	5001106077	7	All Others	165600 Systems	41.9	181,693	12,904	10.0%	619,962.16	1,291,264.06	1,911,226.22	11.54	0.00025
230	5001037562	10	Education - Primary	24136 Whole Building	39.0	75,305	350	19.6%	256,951.29	35,023.44	291,974.73	12.10	0.00162
231	5000913869	7	Library	3936 Whole Building	7.5	16,102	126	24.4%	54,942.30	12,608.44	67,550.73	17.16	0.00191
232	5001115752	7	Offices	21200 Systems	16.8	40,912	(35)	10.0%	139,597.52	(3,502.34)	136,095.18	6.42	0.00079
233	5000929265	10	Education - Primary	17362 Whole Building	19.1	42,203	41	20.6%	144,002.59	4,102.75	148,105.34	8.53	0.00110
234	5001038838	10	Education - Primary	8998 Whole Building	10.1	23,722	13	17.3%	80,942.81	1,300.87	82,243.68	9.14	0.00112
235	5000872103	7	Education - Secondar	5745 Systems	0.6	1,436	0	10.0%	4,899.83	0.00	4,899.83	0.85	0.00010
236	5001154821	10	All Others	23142 Whole Building	27.9	70,409	1,464	23.0%	240,245.45	146,498.03	386,743.48	16.71	0.00121
237	5000869267	10	Education - Primary	6193 Whole Building	6.5	10,076	108	23.9%	34,380.73	10,807.23	45,187.97	7.30	0.00105
									Total kBtu/Sq Ft	18,897.82	0.29804	Total kW/Sq Ft	
									AVG kBtu/Sq Ft	79.74	0.00126	AVG kW/Sq Ft	

Building Type -- Climate Zone	AVG kBtu/Sq Ft	AVG kW/Sq Ft
<b>Agricultural Building</b>	<b>2.24</b>	<b>0.00024</b>
7	2.24	0.00024
<b>All Others</b>	<b>921.24</b>	<b>0.00105</b>
7	1426.95	0.00129
8	11.49	0.00053
10	10.16	0.00076
<b>Assembly and Conference Areas</b>	<b>21.22</b>	<b>0.00214</b>
7	25.80	0.00186
10	12.06	0.00270
<b>Churches</b>	<b>13.56</b>	<b>0.00159</b>
7	16.27	0.00165
10	10.85	0.00152
<b>Civic Meeting Place</b>	<b>5.57</b>	<b>0.00068</b>
7	5.78	0.00068
10	5.15	0.00067
<b>Commercial and Industrial Storage conditioned</b>	<b>19.96</b>	<b>0.00038</b>
7	19.96	0.00038
<b>Commercial/Industrial Storage Conditioned</b>	<b>4.55</b>	<b>0.00137</b>
7	4.55	0.00137
<b>Commercial/Industrial work buildings</b>	<b>415.54</b>	<b>0.00113</b>
7	803.80	0.00057
10	27.28	0.00169
<b>Convention, Conference, Multi Purpose</b>	<b>17.33</b>	<b>0.00319</b>
7	17.33	0.00319
<b>Day Care</b>	<b>15.69</b>	<b>0.00145</b>
7	13.50	0.00121
8	20.08	0.00191
<b>Dormitories</b>	<b>8.61</b>	<b>0.00008</b>
10	8.61	0.00008
<b>Education - College/University</b>	<b>11.97</b>	<b>0.00140</b>
7	13.14	0.00142
10	10.69	0.00138
<b>Education - Primary</b>	<b>14.31</b>	<b>0.00201</b>
7	15.07	0.00201
10	13.20	0.00200
<b>Education - Secondary School</b>	<b>12.97</b>	<b>0.00073</b>
7	12.92	0.00065
8	13.16	0.00102
<b>Exercise, Center, Gymnasium</b>	<b>8.02</b>	<b>0.00072</b>
7	12.01	0.00020
8	10.24	0.00179
10	1.81	0.00018
<b>Exhibit, Museum</b>	<b>512.33</b>	<b>0.00269</b>
6	512.33	0.00269
<b>Grocery Store</b>	<b>64.01</b>	<b>0.00176</b>
7	66.61	0.00185
10	49.75	0.00126

<b>Hotels and Motels</b>	<b>9.24</b>	<b>0.00205</b>
7	9.24	0.00205
<b>Laboratory</b>	<b>33.34</b>	<b>0.00174</b>
7	38.85	0.00195
10	19.54	0.00124
<b>Library</b>	<b>11.60</b>	<b>0.00116</b>
7	13.19	0.00138
8	8.43	0.00072
<b>Medical - Hospital</b>	<b>21.22</b>	<b>0.00121</b>
7	22.23	0.00153
10	20.21	0.00088
<b>Medical - Office Building</b>	<b>13.55</b>	<b>0.00089</b>
7	15.37	0.00108
10	10.83	0.00061
<b>Mixed Use - Commercial/Residential</b>	<b>8.92</b>	<b>0.00053</b>
7	8.92	0.00053
<b>Not Specified</b>	<b>3.95</b>	<b>0.00052</b>
7	1.02	0.00011
10	4.93	0.00066
<b>Office</b>	<b>17.93</b>	<b>0.00201</b>
7	17.93	0.00201
<b>Offices</b>	<b>8.60</b>	<b>0.00095</b>
7	8.52	0.00081
10	8.95	0.00155
<b>Parking Garage</b>	<b>5.60</b>	<b>0.00023</b>
7	5.32	0.00023
10	6.50	0.00023
<b>Parking Lot</b>	<b>1.40</b>	<b>0.00000</b>
7	1.90	0.00000
10	0.41	0.00000
<b>Passenger Terminal</b>	<b>19.36</b>	<b>0.00041</b>
7	19.36	0.00041
<b>Police Station or Fire Station</b>	<b>6.86</b>	<b>0.00058</b>
6	4.99	0.00076
7	12.66	0.00099
10	1.99	0.00009
<b>Restaurant</b>	<b>68.29</b>	<b>0.00062</b>
6	65.75	0.00045
7	57.30	0.00062
10	139.35	0.00101
<b>Retail and Wholesale Stores</b>	<b>10.54</b>	<b>0.00083</b>
7	9.65	0.00076
8	9.55	0.00085
10	12.64	0.00097
<b>Grand Total</b>	<b>79.74</b>	<b>0.00126</b>

kWh kBtu conversion value: 0.293071111  
 Therms to Btu 100066.9607  
 Therms to kBtu 100.0669607

	Opp#	Climate Zone	Building Ty	Gross Sc	Approach	T	kV	Therms	T24	kWh → kE	Therms → kE	Total kE	kBtu/Sq	kW/Sq
48	5000889331	10	Education - Co	26972	Whole Building	136.4	194,051	(241)	40.7%	662,129.40	(24,116.14)	638,013.27	23.65	0.00506
75	5000869857	7	Police Station	25000	Whole Building	28.6	101,381	1,571	40.4%	345,926.28	157,205.20	503,131.48	20.13	0.00114
135	5001039931	7	Education - Pr	6536	Whole Building	20.0	49,055	1,756	42.9%	167,382.58	175,717.58	343,100.17	52.49	0.00306

Count of Opp#	Column Labels	
Row Labels	Whole Building	Grand Total
All Others	10	10
Assembly and Conference Areas	3	3
Churches	4	4
Civic Meeting Place	3	3
Commercial and Industrial Stora	2	2
Commercial/Industrial Storage C	1	1
Commercial/Industrial work build	3	3
Convention, Conference, Multi Pu	1	1
Day Care	3	3
Dormitories	1	1
Education - College/University	16	16
Education - Primary	54	54
Education - Secondary School	4	4
Exercise, Center, Gymnasium	2	2
Grocery Store	13	13
Hotels and Motels	1	1
Laboratory	7	7
Library	3	3
Medical - Hospital	2	2
Medical - Office Building	4	4
Mixed Use - Commercial/Reside	6	6
Not Specified	1	1
Office	1	1
Offices	16	16
Passenger Terminal	1	1
Police Station or Fire Station	3	3
Retail and Wholesale Stores	3	3
<b>Grand Total</b>	<b>168</b>	<b>168</b>

168 Whole Building Projects in 2010-2012  
 3 Number of WB Projects that were >= 40% less than T24  
 1.8% Percentage of WB Projects that were >= 40% less than T24

PPM ID HVAC-7      Measured progress towards specific milestones provided in the project GANTT chart indicating the development/finalization of this IOU program based on Quality Maintenance standards.

**Statewide HVAC Quality Maintenance Program Development Plan**

Task Name	IOU	Timeframe														Mid-Term	Long-Term
		Past	2010				2011				2012						
			Q1-2010	Q2-2010	Q3-2010	Q4-2010	Q1-2011	Q2-2011	Q3-2011	Q4-2011	Q1-2012	Q2-2012	Q3-2012	Q4-2012			
Statewide HVAC QM Project Planning	SCE																
Actual - Completed																	
Statewide HVAC QM Project Research	SCE																
Actual - Completed																	
Statewide HVAC QM Program Design Development	SCE																
Actual - Completed																	
Study)	SCE																
Actual - Completed																	
Statewide HVAC QM Project Design Evaluation	SCE																
Actual - Completed																	
Statewide HVAC QM Phase II Planning	SCE																
Actual - Completed																	
SDG&E - Commercial QM Project Planning	SDG&E																
Actual - Completed																	
SDG&E - Commercial QM Program Design Development	SDG&E																
Actual - Completed Q3-2011																	
SDG&E - Commercial QM Program Target Launch 9/30/2011	SDG&E																
Actual - Completed, Program Rolled out 9/30/2011																	
SDG&E - Residential QM Project Planning	SDG&E																
Actual - Completed																	
SDG&E - Residential QM Program Design Development	SDG&E																
Actual - Completed Q3-2011																	
SDG&E - Residential QM Program Target Launch 9/30/2011	SDG&E																
Actual - Completed, Program Rolled out 9/30/2011																	

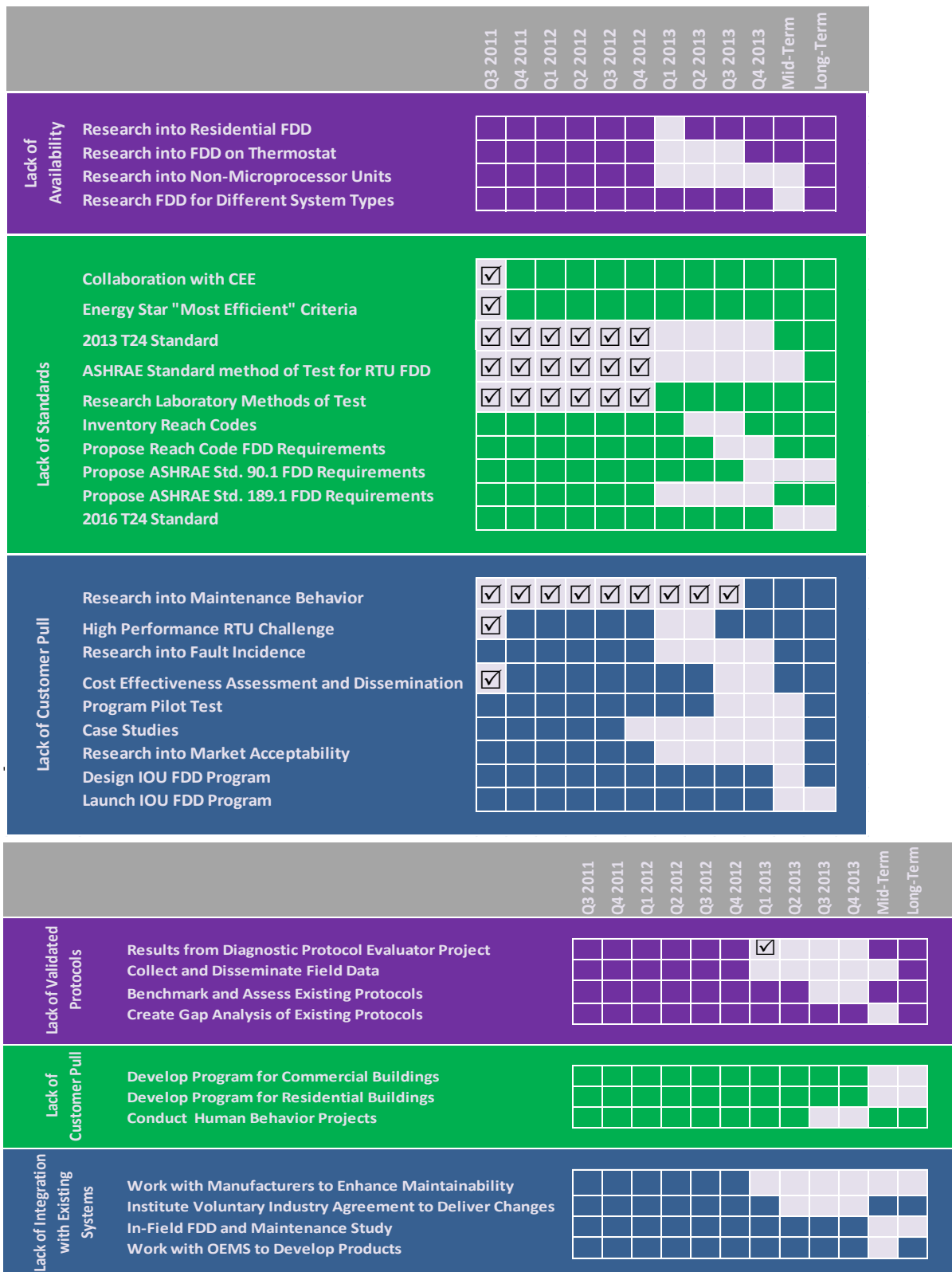
KEY	
Plan	Plan
Actual	Actual

PPM ID HVAC-8 Status of progress towards completion of roadmap (i.e., plan and recommendations) to support the development of a national standard diagnostic protocol (activities, concrete actions taken).

### Statewide HVAC Technology & Systems Diagnostics Plan to Support Development of National Standard Diagnostic Protocol

The Automated Fault Detection Subcommittee of Western HVAC Performance Alliance's Technology Committee, was established in 2010 to spearhead this effort. This

From "Onboard and In-Field Fault Detection and Diagnostics—Industry Roadmap":



PPM ID HVAC-9 Status of progress towards completion (activities, concrete actions taken) of detailed WE&T roadmap (plans, goals, timelines and recommendations).

Statewide HVAC Workforce Education & Training (WE&T) Plan

Task Name	2010				2011				2012				Mid-Term	Long-Term
	Q1-2010	Q2-2010	Q3-2010	Q4-2010	Q1-2011	Q2-2011	Q3-2011	Q4-2011	Q1-2012	Q2-2012	Q3-2012	Q4-2012		
Overall WE&T needs assessment														
Actual - Completed														
Gap analysis of WE&T needs assessment														
Actual - Completed														
HVAC WE&T needs assessment plan														
Actual - Completed														
HVAC WE&T needs assessment														
Actual - Completed														
Review HVAC WE&T assessment & develop training program to address gaps														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP: Advance Strategic Plan goals by implementing a contractor accreditation program.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP: Advance Strategic Plan goals by providing expanded QI/QM training.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP: Advance Strategic Plan goals by accelerating whole-building educational opportunities.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Collaboration with WHPA WE&T Committees to develop QI/QM training.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Collaboration with WHPA WE&T Committees to develop HVAC in Whole Building Performance training.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Contractor/Owner: Introduce the HVAC trade to the Strategic Plan and their role in its implementation.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Draw attention to the dominance of sub-standard installation and maintenance in California.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Contractor/Owner: Address WE&T for proper QI/QM methods (system sizing, installation, air distribution and owner documentation).														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Contractor/Owner: Address needs of the business owner, by clearly communicating the value proposition of managing their operations with a quality and energy efficiency focus.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Technician: Address proper QI/QM methods by supporting and collaborating with training opportunities available through industry associations, labor unions, online educators, state and/or national certification programs.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP -Apprentice/Installer: Offer training for new technicians entering the industry by developing and supporting consistent QI certification programs offered through existing trade associations, trade unions, and national training organizations														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP -Salespeople: Work with existing HVAC industry sales and marketing experts to develop and add new modules to their own already credible and trusted training, in order to help California contractors better articulate and promote the benefits of higher levels of service to their prospects and existing clients.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Students: Partner with HVAC educators and the industry to address technician shortages by promoting a viable career path, and partner with colleges and technical schools to offer the QI/QM and energy efficiency training required to provide the industry with a qualified labor pool.														
Actual - In Progress														
WE&T Needs Assessment and WE&T PIP - Building Officials: The program will actively work with the Statewide Codes and Standards program to support and develop meaningful strategies that provide QI and energy efficiency training for code officials and/or third-party inspectors and provide consistent interpretation and implementation of Title 24 during the inspection process.														
Actual - In Progress														

KEY	
Plan	
Actual	



INTEGRATED AUDITS

NAICS 3	NAICS Description	RES AUDITS			RES TOTAL	RES %			AGR AUDITS			COM AUDITS			IND AUDITS			AG, COM, IND TOTAL	AGR %			COM %			IND %		
		2010	2011	2012		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012		2010	2011	2012	2010	2011	2012	2010	2011	2012
N/A	Residential	6,127	8,412	19,303	33,842	18.1%	24.9%	57.0%	-	-	-	-	-	-	-	-	-	-	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
115	Support Activities for Agriculture and Forestry								1	-	-	-	-	-	-	-	-	1	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
221	Utilities								1	1	-	-	-	-	-	-	-	2	50.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
236	Construction of Buildings								-	1	-	-	-	-	-	-	-	1	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
237	Heavy and Civil Engineering Construction								-	1	-	-	-	-	-	-	-	1	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
238	Specialty Trade Contractors								2	-	1	-	-	-	-	-	-	3	66.7%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
325	Chemical Manufacturing								-	-	-	-	-	-	-	4	-	4	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%
334	Computer and Electronic Product Manufacturing								-	-	-	-	-	-	25	16	-	41	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	61.0%	39.0%	0.0%
335	Electrical Equipment, Appliance, and Component Manufacturing								-	-	-	-	-	-	-	1	-	1	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%
339	Miscellaneous Manufacturing								-	-	-	-	-	-	2	-	-	2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
423	Merchant Wholesalers, Durable Goods								-	-	-	-	1	-	-	-	-	1	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
424	Merchant Wholesalers, Nondurable Goods								-	-	-	1	-	-	-	-	-	1	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
441	Motor Vehicle and Parts Dealers								-	-	-	2	-	-	-	-	-	2	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
442	Furniture and Home Furnishings Stores								-	-	-	4	-	-	-	-	-	4	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
443	Electronics and Appliance Stores								-	-	-	2	-	-	-	-	-	2	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
444	Building Material and Garden Equipment and Supplies Dealers								-	-	-	-	2	-	-	-	-	2	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
446	Health and Personal Care Stores								-	-	-	1	-	-	-	-	-	1	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
448	Clothing and Clothing Accessories Stores								-	-	-	1	-	-	-	-	-	1	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
511	Publishing Industries (except Internet)								-	-	-	-	1	-	2	-	-	3	0.0%	0.0%	0.0%	0.0%	33.3%	0.0%	66.7%	0.0%	0.0%
512	Motion Picture and Sound Recording Industries								-	-	-	2	-	-	-	-	-	2	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
519	Other Information Services								-	-	-	2	3	-	-	-	-	5	0.0%	0.0%	0.0%	40.0%	60.0%	0.0%	0.0%	0.0%	0.0%
522	Credit Intermediation and Related Activities								-	-	-	1	23	-	-	-	-	24	0.0%	0.0%	0.0%	4.2%	95.8%	0.0%	0.0%	0.0%	0.0%
524	Insurance Carriers and Related Activities								-	-	-	-	1	-	-	-	-	1	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
525	Funds, Trusts, and Other Financial Vehicles								-	-	-	4	6	-	-	-	-	10	0.0%	0.0%	0.0%	40.0%	60.0%	0.0%	0.0%	0.0%	0.0%
531	Real Estate								-	-	-	8	18	-	-	-	-	26	0.0%	0.0%	0.0%	30.8%	69.2%	0.0%	0.0%	0.0%	0.0%
541	Professional, Scientific, and Technical Services								-	-	-	1	4	-	6	4	-	15	0.0%	0.0%	0.0%	6.7%	26.7%	0.0%	40.0%	26.7%	0.0%
561	Administrative and Support Services								-	-	-	1	2	-	-	-	-	3	0.0%	0.0%	0.0%	33.3%	66.7%	0.0%	0.0%	0.0%	0.0%
611	Educational Services								-	-	-	9	17	-	-	-	-	26	0.0%	0.0%	0.0%	34.6%	65.4%	0.0%	0.0%	0.0%	0.0%
621	Ambulatory Health Care Services								-	-	-	5	-	-	-	-	-	5	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
622	Hospitals								-	-	-	2	13	-	-	-	-	15	0.0%	0.0%	0.0%	13.3%	86.7%	0.0%	0.0%	0.0%	0.0%
623	Nursing and Residential Care Facilities								-	-	-	17	1	-	-	-	-	18	0.0%	0.0%	0.0%	94.4%	5.6%	0.0%	0.0%	0.0%	0.0%
624	Social Assistance								-	-	-	1	-	-	-	-	-	1	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
712	Museums, Historical Sites, and Similar Institutions								-	-	-	4	1	-	-	-	-	5	0.0%	0.0%	0.0%	80.0%	20.0%	0.0%	0.0%	0.0%	0.0%
713	Amusement, Gambling, and Recreation Industries								-	-	-	2	-	3	-	-	-	5	0.0%	0.0%	0.0%	40.0%	0.0%	60.0%	0.0%	0.0%	0.0%
721	Accommodation								-	-	-	12	7	-	-	-	-	19	0.0%	0.0%	0.0%	63.2%	36.8%	0.0%	0.0%	0.0%	0.0%
722	Food Services and Drinking Places								-	-	-	13	26	-	-	-	-	39	0.0%	0.0%	0.0%	33.3%	66.7%	0.0%	0.0%	0.0%	0.0%
812	Personal and Laundry Services								-	-	-	-	1	-	-	-	-	1	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
813	Religious, Grantmaking, Civic, Professional, and Similar Organizations								-	-	-	5	4	-	-	-	-	9	0.0%	0.0%	0.0%	55.6%	44.4%	0.0%	0.0%	0.0%	0.0%
921	Executive, Legislative, and Other General Government Support								-	-	-	6	2	-	-	-	-	8	0.0%	0.0%	0.0%	75.0%	25.0%	0.0%	0.0%	0.0%	0.0%
923	Administration of Human Resource Programs								-	-	-	-	1	-	-	-	-	1	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
925	Administration of Housing Programs, Urban Planning, and Community Dev								-	-	-	5	-	-	-	-	-	5	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
926	Administration of Economic Programs								-	-	-	2	-	-	-	-	-	2	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
Grand Total		6,127	8,412	19,303	33,842				4	3	1	113	134	3	35	25	0	318	1.26%	0.94%	0.31%	35.53%	42.14%	0.94%	11.01%	7.86%	0.00%

SECTOR	Integrated Audits Delivered	Integrated Audits Converted to EE	Integrated Audits % EE Conversion	Integrated Audits Converted to DR*	Integrated Audits % DR Conversion	Integrated Audits Converted to DG	Integrated Audits % DG Conversion	Integrated Audits Total Conversion	Integrated Audits Total Conversion Percentage
Res	33,842	9,661	28.5%	2,028	6.0%	5,217	15.4%	13,392	39.6%
Commercial	250	99	39.6%	75	30.0%	1	0.4%	132	52.8%
Industrial	60	13	21.7%	13	21.7%	2	3.3%	22	36.7%
Agricultural	8	2	25.0%	1	12.5%	0	0.0%	3	37.5%
<b>Total</b>	<b>34,160</b>	<b>9,775</b>	<b>28.6%</b>	<b>2,117</b>	<b>6.2%</b>	<b>5,220</b>	<b>15.3%</b>	<b>13,549</b>	<b>39.7%</b>

\*Note: 94 commercial and industrial customers have received a DR technology incentive, but have not yet participated in a DR program.

"Total Conversion" numbers are not additive since we define conversion as the customer taking an action after the audit has occurred. Therefore, if a customer receives an audit and then does EE, DR, and DG, that only counts as one successful "total conversion".

<b>Residential Audits:</b>	33,842
<b>Program participation:</b>	
EE only	6,379
EE and: DR	534
EE and: DG	2,652
EE and: DR and: DG	96
DR only	1,262
DR and: DG	136
DG only	2,333
<b>Total Participants</b>	<b>13,392</b>
Conversion Percentage:	39.6%

The EE, DR, and DG totals account for customer participation in a single program, or multiple programs. For example, the DR participation total is:

EE & DR: 534  
+EE & DR & DG: 96  
+DR only: 1,262  
+DR & DG: 136  
DR Total: 2,028

<b>Commercial Audits:</b>	250
<b>Program participation:</b>	
EE only	56
EE and: DR	42
EE and: DG	1
EE and: DR and: DG	0
DR only	33
DR and: DG	0
DG only	0
<b>Total Participants</b>	<b>132</b>
Conversion Percentage:	52.8%

<b>Industrial Audits:</b>	60
<b>Program participation:</b>	
EE only	7
EE and: DR	6
EE and: DG	0
EE and: DR and: DG	0
DR only	7
DR and: DG	0
DG only	2
<b>Total Participants</b>	<b>22</b>
Conversion Percentage:	36.7%

<b>Agricultural Audits:</b>	8
<b>Program participation:</b>	
EE only	2
EE and: DR	0
EE and: DG	0
EE and: DR and: DG	0
DR only	1
DR and: DG	0
DG only	0
<b>Total Participants</b>	<b>3</b>
Conversion Percentage:	37.5%



**Commercial Audits:** 250

Program participation:

EE only			56	EE Total:	99
EE and:	DR		42	DR Total:	75
EE and:		DG	1	DG Total:	1
EE and:	DR and:	DG	0		
	DR only		33		
	DR and:	DG	0		
		DG only	0		
<b>Total Participants</b>			<b>132</b>		

Conversion Percentage: 52.8%

**Industrial Audits:** 60

Program participation:

EE only			7	EE Total:	13
EE and:	DR		6	DR Total:	13
EE and:		DG	0	DG Total:	2
EE and:	DR and:	DG	0		
	DR only		7		
	DR and:	DG	0		
		DG only	2		
<b>Total Participants</b>			<b>22</b>		

Conversion Percentage: 36.7%

**Agricultural Audits:** 8

Program participation:

EE only			2	EE Total:	2
EE and:	DR		0	DR Total:	1
EE and:		DG	0	DG Total:	0
EE and:	DR and:	DG	0		
	DR only		1		
	DR and:	DG	0		
		DG only			
<b>Total Participants</b>			<b>3</b>		

Conversion Percentage: 37.5%

PPM ID WET-1

Percent increase in educational\* collaboration with partners from 2011 baseline. (Tracked and reported by educational level, and by number of partners operating in Title-1 communities.)

\* Educational "collaboration" is defined as seminars, outreach events and consultations as needed. These collaborations include exchanges of monetary or in-kind support and services (ie, sharing meeting facilities, marketing/promotional services, etc.).

**SDG&E Centergies Program**

Educational Level	2011 (Baseline)			2012			
	# of Partners	# Title 1	# Collaboration Incidences	# of Partners	# Title 1	# Collaboration Incidences	% Increase in Collaboration Incidences
Community College	0	n/a	0	3	n/a	36	3600%
4 Year Academic Institutions	2	n/a	12	3	n/a	32	167%
Certification Programs	3	n/a	14	4	n/a	37	164%
Trades/Industry Assoc Education	6	n/a	40	14	n/a	43	8%
Continuing Education programs/classes	1	n/a	8	5	n/a	24	200%
High Schools	1	n/a	1	13	n/a	20	1900%
<b>Total</b>	<b>13</b>	<b>0</b>	<b>75</b>	<b>42</b>	<b>0</b>	<b>192</b>	<b>156%</b>

Percent increase in educational16 collaboration with organizations serving disadvantaged communities

**SDGE - Centergies**

Low Income/Disadvantaged Communities	2011 (Baseline)		2012		
	# of Organizations	# Collaboration Incidences	# of Organizations	# Collaboration Incidences	% Increase in Collaboration Incidences
LI/D Communities	0	0	9	16	1600%
<b>Total</b>					

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Percent increase in educational\* collaboration with partners. (Tracked and reported by educational level, and by number of partners operating in Title-1 communities.)

\* Educational "collaboration" is defined as seminars, outreach events and consultations as needed. These collaborations include exchanges of monetary or in-kind support and services (ie, sharing meeting facilities, marketing/promotional services, etc.).

**SDG&E Connections Program**

Educational Level	2011 (Baseline)			2012			
	# of Partners	# Title 1	# Collaboration Incidences	# of Partners	# Title 1	# Collaboration Incidences	% Increase in Collaboration Incidences
University	2	N/A	2	2	N/A	2	0%
Community College	N/A	N/A	N/A	N/A	N/A	N/A	N/A
K-12 Sector	8	8	100	14	14	125	25%
<b>Total</b>	<b>10</b>	<b>8</b>	<b>102</b>	<b>16</b>	<b>14</b>	<b>127</b>	<b>25%</b>